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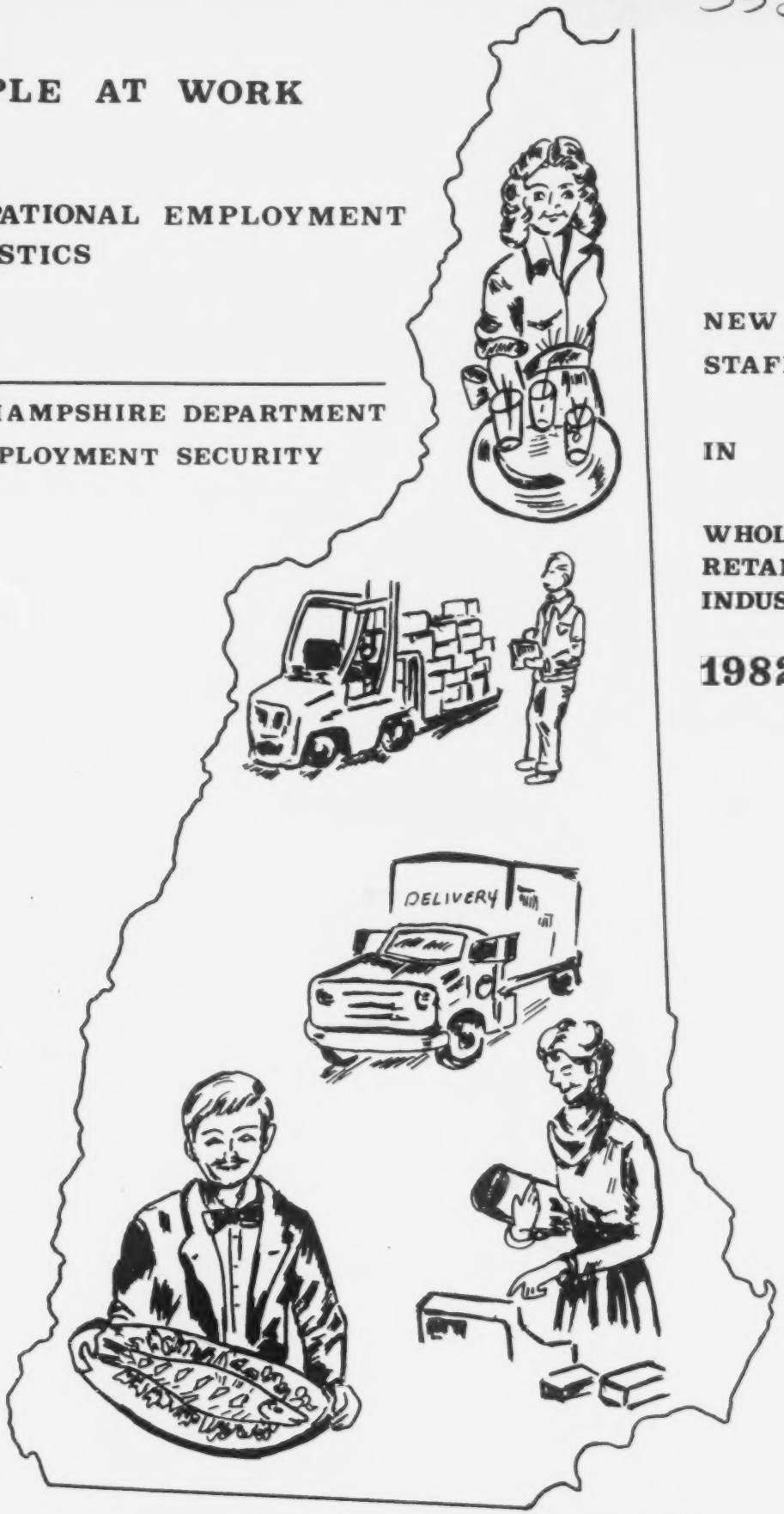
PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY



NEW HAMPSHIRE STAFFING PATTERNS

IN

WHOLESALE AND RETAIL TRADE INDUSTRIES

1982

NEW HAMPSHIRE STAFFING PATTERNS

IN

WHOLESALE AND RETAIL TRADE

INDUSTRIES

1982

An Occupational Employment Statistics Survey

Conducted By The

Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

In Cooperation With The

U.S. BUREAU OF LABOR STATISTICS

AND THE

EMPLOYMENT AND TRAINING ADMINISTRATION

Using A Grant From The

NEW HAMPSHIRE STATE OCCUPATIONAL INFORMATION COORDINATING COMMITTEE

Published October 1983

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TABLE OF CONTENTS

		Page
Preface		i
Introduction		1
SIC CODE	INDUSTRY	
50-59	WHOLESALE AND RETAIL TRADE	2
50-51	WHOLESALE TRADE	14
50	Durable Goods	19
51	Nondurable Goods	24
52-59	RETAIL TRADE	28
52	Building Materials, Hardware, Garden Supply, and Mobile Home Dealers	33
53	General Merchandise Stores	37
54	Food Stores	41
55	Automotive Dealers and Gasoline Service Stations	45
56	Apparel and Accessory Stores	49
57	Furniture, Home Furnishings and Equipment Stores	52
58	Eating and Drinking Places	55
59	Miscellaneous Retail	58
Technical Data and Appendix		62

PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible. In particular, we wish to thank Donald W. Roberge, Executive Director of the New Hampshire SOICC for his support and cooperation.

We would also like to express our thanks to the United States Department of Labor, both at the regional level in Boston, Mass. and the national level in Washington, D.C., for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff: William Halm, with programming and data processing support provided by April Limber.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid-1971 to meet the increasing demand for current occupational data. The program is based upon the collection of employment data by mail sampling selected sectors of the economy on a recurring three year cycle.

Publications of the first and second cycles include: Government (1974, 1977 and 1979); Trade (1976 and 1979); Manufacturing (1977 and 1980), Construction, Insurance, Finance, Real Estate and Services (1978); Educational Services (1978), Regulated Industries (1976 and 1979) and Hospitals (1980).

Between June and December 1982, the New Hampshire Department of Employment Security conducted an occupational employment survey of the wholesale and retail trade industries by means of a questionnaire. This report is the first in the third survey cycle and was compiled from usable returns from the original mailing plus one follow up.

As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries. The data obtained from these surveys is being used as input to update the OES Industry/Occupation Matrix. It, in turn, provides the base for projecting the non-farm sector or any industry subdivision thereof.

The goal of the OES Program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level. Some industries could not be published since there were insufficient usable returns and the information could be misleading or publication would jeopardize the confidentiality of data provided by some of the firms reporting.

Summary

Occupational Employment

Wholesale and Retail Trade

(SIC 50-59)

The estimated number of wage and salary workers in the Wholesale and Retail Trade industries during the survey month of June 1982 was 90,529. Compared to a similar survey in 1979, employment in Wholesale and Retail Trade grew by 4,144 workers or about 5 percent. Retail Trade which added 3,047 new workers outpaced Wholesale Trade which only grew by 1,097 workers. The growth rates for Retail and Wholesale Trade were 4 and 7 percent respectively.

Industry 581 (Eating and Drinking Places), the largest industry within this group added on 1,095 workers or 5 percent. Almost 91 percent of all Service Workers in Trade are in Eating and Drinking Places. Most of these are Waiters or Waitresses, Fast Food Restaurant Food Preparation workers and Kitchen Helpers.

Table 1 shows the total employment in Wholesale and Retail Trade as broken out into major occupational categories. Over 87 percent of the employment is divided fairly evenly among 4 major occupational groups - Production, Service, Clerical and Sales. Some of the significant occupations in these groups are, respectively,Stock Clerks, Sales; Waiters/Waitresses; Cashiers; and Sales Clerks.

Our sample consisted of 1,873 units representing an employment of 45,068. Usable responses were received from 1,340 units or 72 percent of the units sampled. The reported employment was 32,713.

TABLE 1

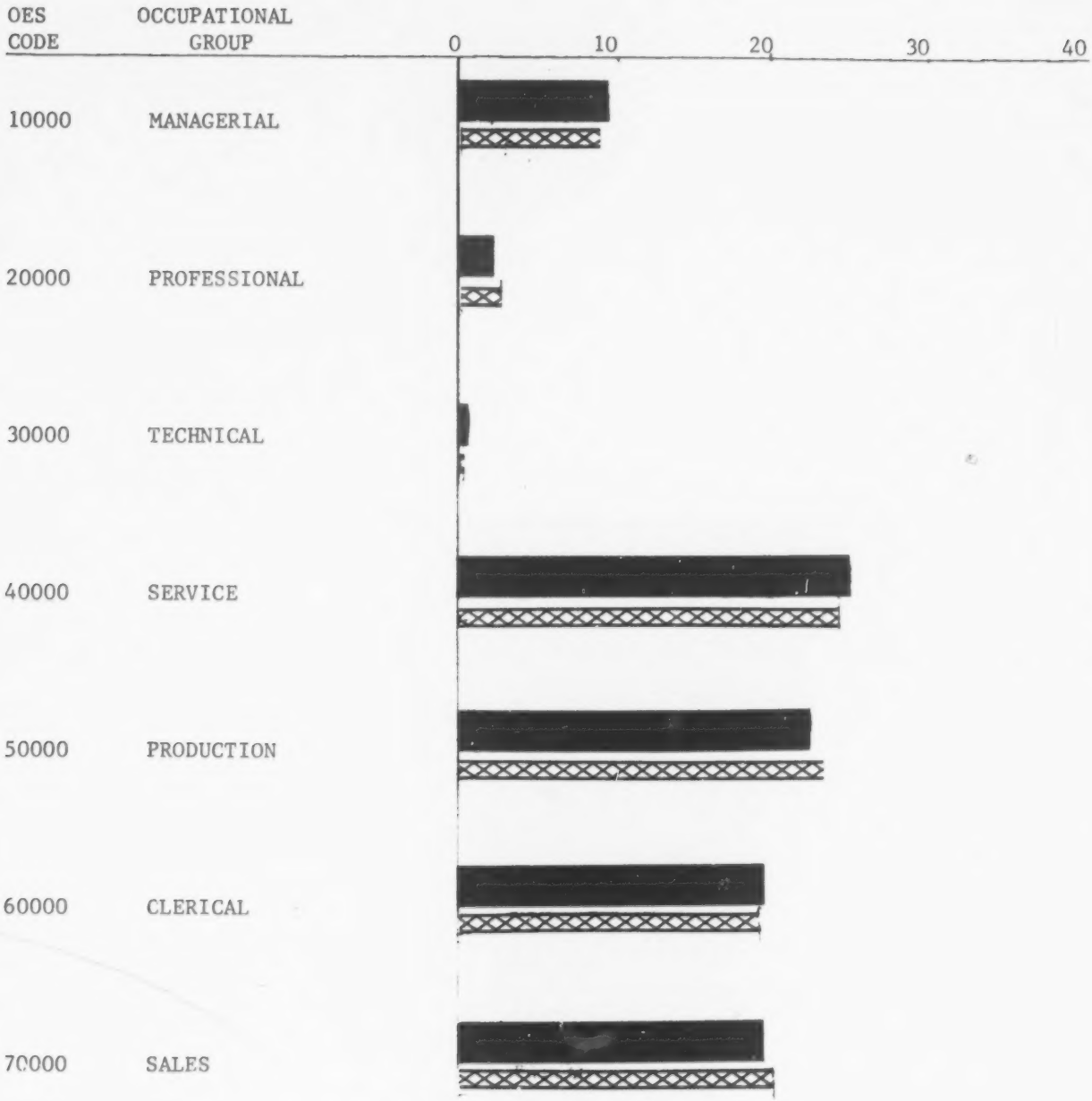
STAFFING PATTERNS - TRADE INDUSTRIES

BY MAJOR OCCUPATION GROUP

SIC CODE	INDUSTRY CODE	JUNE 1982 ESTIMATED EMPLOYMENT 1/	PERCENT MANAGERIAL 10000	PROFESSIONAL 20000	TECHNICAL 30000	SERVICE 40000	PRODUCTION 50000	CLERICAL 60000	SALES 70000
50	WHOLESALE TRADE (Durable Goods)	9,530	10.7	4.0	3.5	0.6	29.7	26.5	25.0
501	Motor Vehicles & Automotive Parts & Supplies	1,919	12.3	2.0	*	0.8	28.7	26.5	29.7
506	Electrical Goods	959	10.4	5.4	5.9	*	9.9	27.4	40.9
508	Machinery, Equipment, and Supplies	3,821	9.7	4.9	7.0	0.8	30.2	23.7	23.7
51	WHOLESALE TRADE (Nondurable Goods)	6,547	11.0	2.7	0.8	3.0	35.1	22.2	25.2
514	Groceries and Related Products	2,557	10.3	3.2	*	5.8	44.4	14.4	21.9
519	Miscellaneous Nondurable Goods	1,204	11.7	2.6	*	*	27.7	37.0	20.6
52	RETAIL TRADE (Building Materials, Hardware, Garden Supply, and Mobile Home Dealers)	3,634	16.9	2.2	*	0.7	31.7	18.7	29.6
521	Lumber and Other Building Material Dealers	1,735	15.4	2.1	*	0.6	33.3	21.8	26.3
525	Hardware Stores	978	18.6	4.2	*	1.5	14.0	14.3	47.3
53	RETAIL TRADE (General Merchandise Stores)	7,741	9.2	1.5	*	4.8	18.9	26.3	39.2
531	Department Stores	7,108	8.8	1.7	*	4.9	19.1	26.0	39.5
54	RETAIL TRADE (Food Stores)	15,326	7.5	1.1	*	7.2	37.5	34.6	12.1
541	Grocery Stores	13,619	5.9	1.0	*	5.6	40.5	37.0	10.0
55	RETAIL TRADE (Automotive Dealers and Gasoline Service Stations)	8,234	14.6	1.7	0.4	0.9	51.6	16.9	13.9
551	Motor Vehicle Dealers (New and Used)	3,973	17.6	2.1	*	1.2	42.1	18.9	18.2
554	Gasoline Service Stations	2,564	8.8	0.8	*	0.8	69.2	14.5	5.9
56	RETAIL TRADE (Apparel and Accessory Stores)	4,000	16.4	2.5	*	0.5	6.6	12.6	61.4
562	Women's Ready-To-Wear Stores	1,095	16.5	2.9	*	*	3.9	7.8	68.0
565	Family Clothing Stores	1,160	12.7	1.4	*	*	7.5	18.2	60.0
57	RETAIL TRADE (Furniture, Home Furnishings, and Equipment Stores)	2,563	16.8	4.3	0.6	0.9	24.9	17.0	35.5
571	Furniture, Home Furnishings, and Equipment Stores, Except Appliances	1,327	17.0	6.5	*	1.6	24.9	19.9	30.1
58	RETAIL TRADE (Eating and Drinking Places)	22,968	4.9	*	*	89.7	0.8	4.3	0.3
581	Eating and Drinking Places	22,968	4.9	*	*	89.7	0.8	4.3	0.3
59	RETAIL (Miscellaneous)	9,986	13.0	6.9	0.2	2.1	19.3	26.4	32.1
591	Drug Stores and Proprietary Stores	1,792	9.7	19.6	*	*	7.4	29.1	33.2
594	Miscellaneous Shopping Goods Stores	3,142	17.7	2.7	*	0.9	5.7	15.6	57.4
596	Nonstore Retailers	2,049	9.4	4.3	*	7.3	26.6	47.6	4.5
598	Fuel and Ice Dealers	1,560	10.8	1.1	*	0.7	53.8	22.8	10.8
599	Retail Stores, Not Elsewhere Classified	1,300	14.9	10.1	*	0.8	12.3	21.2	38.2
	Total Trade Industries	90,529	9.9	2.2	0.5	25.1	22.9	19.8	19.6

* Less than 10 employees

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
1979 AND 1982
WHOLESALE AND RETAIL TRADE
(SIC 50-59)



WHOLESALE AND RETAIL TRADE

(SIC 50-59)

THE FIFTEEN SPECIFIC OCCUPATIONS

EMPLOYING THE LARGEST NUMBER OF WORKERS

RANK	OES CODE	OCCUPATIONAL TITLE	EMPLOYMENT	PERCENT OF TOTAL
1	72002	Sales Clerks	9,548	10.5
2	43009	Waiters/Waitresses	7,713	8.5
3	71000	Sales Representatives	7,539	8.3
4	61314	Cashiers	6,964	7.7
5	55D74	Stock Clerks, Sales	5.319	5.9
6	10035	Managers, Store	4,605	5.1
7	43014	Food Preparation and Service Workers, Fast Food Restaurant	3,778	4.2
8	61333	General Clerks, Office	2,232	2.5
9	51008	Mechanics, Automotive	2,110	2.3
10	55A87	Delivery/Route Workers	2,003	2.2
11	43007	Kitchen Helpers	1,958	2.2
12	55D66	Baggers	1,837	2.0
13	43013	Cooks	1,554	1.7
14	61307	Bookkeepers, Hand	1,551	1.7
15	62008	Stock Clerks, Stock Room, Warehouse or Storage Yard	1,426	1.6

WHOLESALE AND RETAIL TRADE

(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1979 - JUNE 1982) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1979 ESTIMATED EMPLOYMENT	JUNE 1982 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
		1/			
50-59	WHOLESALE AND RETAIL TRADE	86,385	90,529	4,144	4.8
50,51	WHOLESALE TRADE	14,980	16,077	1,097	7.3
50	DURABLE GOODS	8,668	9,530	862	9.9
501	Motor Vehicles and Automotive Parts and Supplies	2,010	1,919	-91	-4.5
502	Furniture and Home Furnishings	164	132	-32	-19.5
503	Lumber and Other Construction Materials	675	771	96	14.2
504	Sporting, Recreational, Photographic, and Hobby Goods, Toys and Supplies	238	186	-52	-21.8
506	Electrical Goods	867	959	92	10.6
507	Hardware and Plumbing and Heating Equipment and Supplies	847	1,007	160	18.9
508	Machinery, Equipment and Supplies	2,933	3,821	888	30.3
509	Miscellaneous Durable Goods	934	735	-199	-21.3
51	NONDURABLE GOODS	6,312	6,547	235	3.7
511	Paper and Paper Products	441	524	83	18.8
512	Drugs, Drug Proprietaries and Druggists' Sundries	309	242	-67	-21.7
513	Apparel, Piece Goods and Notions	224	237	13	5.8
514	Groceries and Related Products	2,655	2,557	-98	-3.7
516	Chemicals and Allied Products	378	491	113	29.9
517	Petroleum and Petroleum Products	631	617	-14	-2.2
518	Beer, Wine and Distilled Alcoholic Beverages	547	675	128	23.4
519	Miscellaneous Nondurable Goods	1,127	1,204	77	6.8
52-59	RETAIL TRADE	71,405	74,452	3,047	4.3
52	BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY AND MOBILE HOME DEALERS	3,890	3,634	-256	-6.6
521	Lumber and Other Building Material Dealers	1,900	1,735	-165	-8.7

WHOLESALE AND RETAIL TRADE

(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1979 - JUNE 1982) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1979 ESTIMATED EMPLOYMENT	JUNE 1982 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
523	Paint, Glass and Wallpaper Stores	1/ 339	407	68	20.1
525	Hardware Stores	1,057	978	-79	-7.5
526	Retail Nurseries and Garden Supply Stores	432	380	-52	-12.0
527	Mobile Home Dealers	162	134	-28	-17.3
53	GENERAL MERCHANDISE STORES	8,360	7,741	-619	-7.4
531	Department Stores	7,486	7,108	-378	-5.0
533	Variety Stores	452	322	-130	-28.8
539	Miscellaneous General Merchandise Stores	422	311	-111	-26.3
54	FOOD STORES	13,135	15,326	2,191	16.7
541	Grocery Stores	11,595	13,619	2,024	17.5
542	Meat and Fish (Seafood) Markets, Including Freezer Provisioners	251	282	31	12.4
543	Fruit Stores and Vegetable Markets	164	196	32	19.5
544	Candy, Nut and Confectionary Stores	112	112	0	0.0
546	Retail Bakeries	695	641	-54	-7.8
549	Miscellaneous Food Stores	318	476	158	49.7
55	AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS	8,723	8,234	-489	-5.6
551	Motor Vehicle Dealers (New and Used)	4,595	3,973	-622	-13.5
552	Motor Vehicle Dealers (Used Only)	219	216	-3	-1.4
553	Auto and Home Supply Stores	787	803	16	2.0
554	Gasoline Service Stations	2,340	2,564	224	9.6
555	Boat Dealers	329	281	-48	-14.6
556	Recreational and Utility Trailer Dealers	149	118	-31	-20.8
557	Motorcycle Dealers	208	183	-25	-12.0
559	Automotive Dealers, Not Elsewhere Classif.	96	96	0	0.0

WHOLESALE AND RETAIL TRADE

(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1979 - JUNE 1982) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1979 ESTIMATED EMPLOYMENT	JUNE 1982 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
		1/			
56	APPAREL AND ACCESSORY STORES	3,878	4,000	122	3.1
561	Men's and Boys' Clothing and Furnishing Stores	498	429	-69	-13.9
562	Women's Ready-to-Wear Stores	1,101	1,095	-6	-0.5
563	Women's Accessory and Specialty Stores	202	140	-62	-30.7
564	Children's and Infants' Wear Stores	111	167	56	50.5
565	Family Clothing Stores	1,101	1,160	59	5.4
566	Shoe Stores	745	863	118	15.8
569	Miscellaneous Apparel and Accessory Stores	120	146	26	21.7
57	FURNITURE, HOME FURNISHINGS, AND EQUIPMENT STORES	2,522	2,563	41	1.6
571	Furniture, Home Furnishings and Equipment Stores, Except Appliances	1,411	1,327	-84	-6.0
572	Household Appliance Stores	487	493	6	1.2
573	Radio, Television and Music Stores	624	743	119	19.1
58	EATING AND DRINKING PLACES	21,873	22,968	1,095	5.0
581	Eating and Drinking Places	21,873	22,968	1,095	5.0
59	MISCELLANOEUS RETAIL	9,024	9,986	962	10.7
591	Drug Stores and Proprietary Stores	1,592	1,792	200	12.6
593	Used Merchandise Stores	126	143	17	13.5
594	Miscellaneous Shopping Goods Stores	2,853	3,142	289	10.1
596	Nonstore Retailers	1,621	2,049	428	26.4
598	Fuel and Ice Dealers	1,618	1,560	-58	-3.6
599	Retail Stores, Not Elsewhere Classified	1,214	1,300	86	7.1

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		90,529	100.0				
MANAGERS AND OFFICERS	10000	8,917	9.9				
Directors, Food and Bev.	10011	125	0.1	42	177	73	0.7
Managers, Merchandise	10032	1,045	1.2	6	1,109	981	22.5
Managers, Store	10035	4,605	5.1	4	4,778	4,432	52.8
Managers, Auto Service Department	10046	301	0.3	11	334	268	3.9
Managers, Auto Parts Department	10047	219	0.2	11	244	194	3.0
Wholesalers	10048	688	0.8	11	766	610	10.4
Managers, Restaurant	10049	984	1.1	19	1,175	793	2.9
All Other Managers	19000	950	1.1	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	1,975	2.2				
All Other Engineers	21900	17	*	NA	-	-	NA
Systems Analysts, Electron. Data Processing	24000	86	0.1	16	100	72	0.4
Purchasing Agents and/or Buyers	25300	22	*	8	24	20	0.4
Buyers, Retail and/or Wholesale Trade	25301	869	1.0	15	1,003	735	13.1
Accountants and Auditors	25401	364	0.4	13	410	318	6.3
Commercial Artists	25426	10	*	21	12	8	0.3
Personnel and Labor Relations Specialist	25465	31	*	28	40	22	1.0
Pharmacists	25466	324	0.4	9	353	295	2.8
Designers	25489	196	0.2	16	227	165	3.1
All Other Professional Workers	29000	56	0.1	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	451	0.5				
Computer Programmers	31000	36	*	35	49	23	0.7
Electrical & Electronic Technicians	32004	338	0.4	31	442	234	1.8
All Other Engineering Technicians	32900	10	*	NA	-	-	NA
All Other Technicians	39000	67	0.1	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
SERVICE OCCUPATIONS	40000	22,698	25.1				
Janitors, Porters and Cleaners	41000	780	0.9	20	936	624	11.2
All Guards, Watchman and Doorkeepers	42000	56	0.1	22	68	44	1.1
Bakers, Bread and/or pastry	43001	264	0.3	47	388	140	1.5
Bartenders	43002	783	0.9	27	991	575	1.5
Dining Room Attendants	43003	689	0.8	35	933	445	1.0
Butchers and/or Meatcutters	43004	541	0.6	20	649	433	3.4
Hostesses, Restaurant	43006	600	0.7	29	776	424	1.3
Kitchen Helpers	43007	1,958	2.2	16	2,267	1,649	3.2
Waiters/Waitresses	43009	7,713	8.5	13	8,723	6,703	3.1
Cooks, Short Order and/or Specialty Fast Foods	43011	1,398	1.6	43	2,001	795	1.7
Cooks, Restaurant	43013	1,554	1.7	24	1,922	1,186	2.0
Food Preparation and Service Workers, Fast Food Rest.	43014	3,778	4.2	28	4,822	2,734	0.9
All Other Food Service Workers	43900	2,272	2.5	NA	-	-	NA
Cosmetologists and/or Hairstylists	44006	31	*	26	39	23	0.2
Supervisors, Nonworking Service only	44014	111	0.1	43	159	63	0.6
Checkers, Fitting Room	44055	19	*	40	27	11	0.2
Store Detectives	44073	65	0.1	13	73	57	1.0
All Other Service Workers	49000	86	0.1	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	20,759	22.9				
Mechanics , Automotive	51008	2,110	2.3	8	2,272	1,948	11.6
Automotive Body Repairers	51012	218	0.2	21	263	173	1.6
Bicycle Repairers	51016	54	0.1	43	77	31	0.7
Diesel Mechanics	51019	139	0.1	21	168	110	1.6
Gasoline Engine/Mower Repairers	51031	27	*	48	40	14	0.6
Engineering Equipment Mechanics	51034	57	0.1	43	81	33	0.4
Laundry Machine Mechanics	51039	30	*	25	37	23	0.4
Marine Mechanics/Repairers	51042	29	*	24	36	22	0.4
Mechanics, Maintenance	51043	17	*	31	22	12	0.3
Office Machine Servicers and/or Cash Register Servicers	51046	309	0.3	19	366	252	0.5
Refrigerator/Air Conditioner Mechanics	51052	58	0.1	41	82	34	0.4
Television Servicers	51055	135	0.2	22	164	106	1.6
Vending Machine Servicers/ Coin Machine Servicers	51056	50	0.1	37	68	32	0.6
Motorboat Mechanics	51057	50	0.1	42	71	29	0.4

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Gas and Electric Appliance Repairers	51080	143	0.2	16	166	120	2.7
All Other Mechanics and Repairers	51900	312	0.4	NA	-	-	NA
Truck Drivers	54000	1,402	1.5	7	1,494	1,310	15.8
Cabinetmakers	55A38	18	*	43	26	10	0.2
Carpet Cutters/Carpet Layers	55A44	61	0.1	20	73	49	1.0
Carpenters	55A47	16	*	31	21	11	0.4
Cleaners, Vehicle	55A61	179	0.2	25	225	133	1.3
Delivery and/or Route Workers	55A87	2,003	2.2	8	2,163	1,843	18.6
Merchandise Displayers	55A93	39	*	24	48	30	1.0
Supervisors, Nonworking	55B29	323	0.4	11	358	288	7.2
Glaziers	55B48	177	0.2	46	259	95	0.5
Industrial Truck Operators	55B57	144	0.2	22	176	112	2.5
Machinists	55B84	34	*	17	40	28	0.6
Maintenance Repairers, General Utility	55B86	462	0.5	15	531	393	6.4
Helpers, Trades	55B87	176	0.2	26	222	130	1.5
Oil Burner Installers	55C04	251	0.3	6	266	236	5.3
Order Fillers	55C08	563	0.6	13	639	487	5.5
Painters, Automotive	55C11	62	0.1	46	91	33	0.6
Production Packagers	55C39	129	0.1	48	191	67	1.0
Sewing Machine Operators, Regular Equipment-Non-garment	55C78	11	*	42	16	6	0.2
Sewing Machine Operators, Special Equipment-Non-garment	55C79	26	*	36	35	17	0.4
Alteration Tailors	55D05	83	0.1	17	97	69	2.0
Furniture Assemblers	55D54	31	*	26	39	23	0.7
Baggers	55D66	1,837	2.0	14	2,102	1,572	2.5
Fuel Pump Attendants	55D67	1,260	1.4	16	1,457	1,063	4.0
Tire Changers	55D68	292	0.3	27	370	214	1.4
Household Appliance Installers	55D73	27	*	26	34	20	0.6
Stock Clerks, Sales	55D74	5,319	5.9	9	5,814	4,824	11.3
Furniture Upholsterers	55D87	10	*	38	14	6	0.2
Wood Machinists	55L34	88	0.1	32	116	60	0.5
Variety Saw Operators	55R08	28	*	28	36	20	0.4
Mobile Home Repairers	55T35	25	*	14	28	22	0.4
All Other Skilled Craft and Kindred Workers	59001	424	0.5	NA	-	-	NA
All Other Operatives and Semiskilled Workers	59002	677	0.7	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	844	0.9	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	17,957	19.8				
Bookkeeping and/or Billing Machine Operators	61103	353	0.4	10	388	318	8.9
Computer Operators	61105	35	*	16	40	30	1.0
Keypunch Operators	61107	80	0.1	12	90	70	0.6
Peripheral EDP Equipment Operators	61109	14	*	19	17	11	0.4
All Other Office Machine Operators	61199	21	*	NA	-	-	NA
Accounting Clerks	61301	857	1.0	12	957	757	15.3
Bookkeepers, Hand	61307	1,551	1.7	7	1,665	1,437	30.5
Adjustment Clerks	61313	208	0.2	22	253	163	1.7
Cashiers	61314	6,964	7.7	6	7,383	6,545	20.0
Collectors	61319	69	0.1	21	84	54	1.2
File Clerks	61330	67	0.1	43	96	38	0.7
General Clerks, Office	61333	2,232	2.5	10	2,448	2,016	27.5
Credit Authorizers	61344	28	*	15	32	24	0.4
Order Clerks	61350	500	0.6	20	598	402	6.1
Payroll/Timekeeping Clerks	61351	23	*	49	34	12	1.0
Credit Reference Clerks	61357	12	*	29	16	8	0.5
Secretaries	61368	831	0.9	8	899	763	15.3
Service Clerks	61373	241	0.3	22	294	188	1.7
Switchboard Operators	61376	18	*	30	23	13	0.6
Switchboard Operators and/or Receptionists	61377	33	*	22	40	26	0.9
Typists	61392	169	0.2	21	204	134	3.1
Clerical Supervisors	61396	217	0.2	14	248	186	5.1
All Other Office Clerical Workers	61900	283	0.3	NA	-	-	NA
Shipping Packers	62004	320	0.4	12	358	282	3.9
Shipping/Receiving Clerks	62005	674	0.7	7	722	626	15.0
Stock Clerks, Stock Room, Warehouse or Storage Yard	62008	1,426	1.6	8	1,535	1,317	16.9
Dispatchers, Vehicle, Service or Work	62018	13	*	16	15	11	0.7
Marking Clerks	62024	606	0.7	22	740	472	2.3
All Other Plant Clerical Workers	62900	112	0.1	NA	-	-	NA
SALES OCCUPATIONS	70000	17,772	19.6				
Sales Representatives	71000	7,539	8.3	6	7,982	7,096	40.9
Sales Clerks	72002	9,548	10.5	5	10,038	9,058	34.8
Sales Clerk Supervisors	72007	253	0.3	15	292	214	1.3
All Other Sales Workers	79000	432	0.5	NA	-	-	NA

* Less than 0.05 percent

THE ELEVEN MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	52.8
2	71000	Sales Representatives	40.9
3	72002	Sales Clerks	34.8
4	61333	General Clerks, Office	27.5
5	10032	Managers, Merchandise	22.5
6	61314	Cashiers	20.0
7	55A87	Delivery/Route Workers	18.6
8	62008	Stock Clerks, Stockroom, Warehouse, or Storage Yard	16.9
9	54000	Truck Drivers	15.8
10	61301	Accounting Clerks	15.3
	61368	Secretaries	15.3

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "All" or "All Other" category.

Automobile Repair-Service Estimators
Bakers
Cake Decorators
Ceiling-Tile Installers
Chemists
Conveyor Operators/Tenders
Counter Attendants
Crane, Derrick and Hoist Operators
Custom Tailors
Data Processing Machine Repairers
Demonstrators
Doughnut Makers/Doughnut Machine Operators
Drafters
Electrical and Electronic Engineers
Electricians
Farm Equipment Mechanics
Furniture Finishers
Heavy Equipment Operators
Jewelers/Silversmiths
Life Scientists
Locksmiths
Lumber Graders
Mechanical Engineers
Mechanics, Aircraft
Mobile Home Set-up Operators
Musical Instrument Repairers
Opticians, Dispensing/Optical Mechanics
Optometrists
Pantry, Sandwich/Coffee Makers
Personnel Clerks
Pharmacy Helpers
Picture Framers
Plumbers/Pipefitters
Procurement Reference Clerks
Protective-Signal Installers/Repairers
Public Relations Practitioners
Receptionists
Sewers, Custom
Statisticians
Stenographers
Tire Fabricators/Repairers
Truck Driver Helpers
Watchmakers
Weighers, Recordkeeping
Welders/Flamecutters
Woodworking-Machine Operators

WHOLESALE TRADE

(SIC 50-51)

This division includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

Compared to a similar survey in 1979, employment in wholesale trade grew by 1,077 workers or 7 percent. All of the occupational groups showed gains in employment except Production, Service, and Professional. The largest gains in employment occurred in Sales and Managers and Officers which added 778 and 355 workers respectively. Industry 508 (Machinery, Equipment and Supplies), the largest industry within this group added on 888 workers or 30 percent while the second largest industry SIC-514 (Groceries and Related Products) lost 98 workers or 4 percent.

Our sample consisted of 508 units representing an employment of 10,854. Usable responses were received from 333 units or 66 percent of the units sampled. The reported employment was 7,021.

THE FIFTEEN SPECIFIC OCCUPATIONS

EMPLOYING THE LARGEST NUMBER OF WORKERS

WHOLESALE TRADE

(SIC 50-51)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	71000	Sales Representatives	3,444	21.4
2	55A87	Delivery/Route Workers	1,212	7.5
3	54000	Truck Drivers	832	5.2
4	61333	General Clerks, Office	733	4.5
5	10048	Wholesalers	686	4.3
6	62008	Stock Clerks, Stockroom, Warehouse, or Storage Yard	670	4.2
7	10032	Managers, Merchandise	543	3.3
8	72002	Sales Clerks	471	2.9
9	61368	Secretaries	434	2.7
10	51008	Mechanics, Automotive	374	2.3
11	61307	Bookkeepers, Hand	362	2.2
12	55C08	Order Fillers	349	2.2
13	62005	Shipping/Receiving Clerks	339	2.1
14	32004	Electrical and Electronic Technicians	331	2.1
15	51046	Office Machine Servicers and/or Cash Register Servicers	286	1.8

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

(SIC 50-51)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	71000	Sales Representative	69.4
2	10032	Managers, Merchandise	42.3
3	10048	Wholesalers	41.4
4	61333	General Clerks, Office	33.9
5	62008	Stock Clerks, Stockroom, Warehouse, or Storage Yard	29.1
6	61307	Bookkeepers, Hand	28.8
7	55A87	Delivery/Route Workers	27.0
8	54000	Truck Drivers	26.1
	61368	Secretaries	26.1
9	62005	Shipping/Receiving Clerks	25.5

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employers information. They were however included in the appropriate "All" or "All Other" category.

Adjustment Clerks
Automotive Body Repairers
Butchers/Meatcutters
Chemists
Cleaners, Vehicle
Commercial Artists
Cosmetologists/Hairstylists
Crane, Derrick, & Hoist Operators
Credit Reference Clerks
Designers
Dispatchers, Vehicle, Service or Work
Drafters
Electricians
Electrical & Electronic Engineers
Farm Equipment Mechanics
Fuel Pump Attendants
Furniture Assemblers
Gas & Electric Appliance Repairers
Gasoline-Engine or Mower Repairers
Glaziers
Guards and Doorkeepers
Heavy Equipment Operators
Kitchen Helpers
Locksmiths
Managers, Automobile Service Department
Managers, Automotive Parts Department
Mechanical Engineers
Mechanics, Maintenance
Merchandise Displayers
Oil-Burner-Installers
Painters, Maintenance
Personnel and Labor Relations Specialists
Plumbers/Pipefitters
Procurement Clerks
Production Packagers
Protective Signal Installers/Repairers
Receptionists
Sales Clerk Supervisors
Service Clerks
Sewers, Custom
Switchboard Operators
Truck Driver Helpers
Weighers, Recordkeeping
Welders and Flamecutters

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
TOTAL ALL OCCUPATIONS		16,077	100.0				
MANAGERS AND OFFICERS	10000	1,737	10.8				
Managers, Merchandise	10032	543	3.3	9	582	494	42.3
Managers, Store	10035	47	0.3	25	59	35	1.5
Wholesalers	10048	686	4.3	11	764	608	41.4
All Other Managers	19000	461	2.9	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	559	3.4				
All Other Engineers	21900	9	*	NA	-	-	NA
All Other Physical Scientists	22299	2	*	NA	-	-	NA
Systems Analysts, Electronic Data Processing	24000	82	0.5	17	96	68	1.2
Purchasing Agents and/or Buyers	25300	19	0.1	6	20	18	0.9
Buyers, Retail and/or Wholesale Trade	25301	216	1.3	15	249	183	14.1
Accountants and Auditors	25401	186	1.2	18	220	152	16.2
All Other Professional Workers	29000	45	0.3	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	379	2.4				
Computer Programmers	31000	29	0.2	43	41	17	2.1
Electrical and Electronic Technicians	32004	331	2.1	31	435	227	6.9
All Other Engineering Technicians	32900	5	*	NA	-	-	NA
All Other Technicians	39000	14	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	40000	259	1.6				
Janitors, Porters and Cleaners	41000	114	0.7	15	131	97	9.6
All Other Service Workers	49000	145	0.9	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
PRODUCTION WORKERS		5,129	31.8				
Mechanics, Automotive	51008	374	2.3	23	459	289	16.2
Diesel Mechanics	51019	118	0.7	19	141	95	5.7
Engineering Equipment Mechanics	51034	57	0.3	43	81	33	1.5
Office Machine Servicers and/or Cash Register Servicers	51046	286	1.8	20	343	229	1.8
All Other Mechanics and Repairers	51900	241	1.5	NA	-	-	NA
Truck Drivers	54000	832	5.2	10	912	752	26.1
Delivery/Route Workers	55A87	1,212	7.5	12	1,354	1,070	27.0
Supervisors, Nonworking	55B29	153	0.9	16	177	129	15.0
Industrial Truck Operators	55B57	95	0.6	31	125	65	5.1
Machinists	55B84	34	0.2	17	40	28	2.4
Maintenance Repairers, General Utility	55B86	239	1.5	23	295	183	11.1
Order Fillers	55C08	349	2.2	15	401	297	17.1
Tire Fabricators/Repairers	55D22	77	0.5	22	94	60	0.9
Tire Changers	55D68	21	0.1	48	31	11	1.8
Variety Saw Operators	55R08	24	0.1	32	32	16	0.9
All Other Skilled Craft and Kindred Workers	59001	139	0.9	NA	-	-	NA
All Other Operatives and Semi Skilled Workers	59002	283	1.8	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	595	3.7	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	3,987	26.6				
Bookkeeping and/or Billing Machine Operators	61103	245	1.5	14	278	212	17.7
Computer Operators	61105	19	0.1	25	24	14	2.7
Keypunch Operators	61107	39	0.2	11	43	35	1.2
Peripheral EDP Equipment Operators	61109	12	0.1	22	15	9	1.2
All Other Office Machine Operators	61199	10	0.1	NA	-	-	NA
Accounting Clerks	61301	215	1.3	17	251	179	16.2
Bookkeepers, Hand	61307	362	2.2	12	405	319	28.8
Cashiers	61314	72	0.4	26	91	53	6.0
Collectors	61319	14	1.0	24	17	11	2.1
File Clerks	61330	12	1.0	19	14	10	1.2
General Clerks, Office	61333	733	4.5	9	799	667	33.9
Order Clerks	61350	243	1.5	20	293	193	17.4
Payroll/Timekeeping Clerks	61351	11	0.1	23	14	8	1.8
Personnel Clerks	61352	10	0.1	26	13	7	0.9
Secretaries	61368	434	2.7	11	481	387	26.1
Switchboard Operators and/or Receptionists	61377	10	0.1	8	11	9	1.5
Typists	61392	98	0.6	18	115	81	10.2
Clerical Supervisors	61396	159	1.0	18	188	130	14.1
All Other Office Clerical Workers	61900	61	0.4	NA	-	-	NA
Shipping Packers	62004	209	1.3	17	244	174	12.3
Shipping/Receiving Clerks	62005	339	2.1	12	380	298	25.5

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	670	4.2	11	747	593	29.1
All Other Plant Clerical Workers	62900	10	0.1	NA	-	-	NA
SALES OCCUPATIONS	70000	4,027	25.0				
Sales Representatives	71000	3,444	21.4	9	3,744	3,144	69.4
Sales Clerks	72002	471	2.9	16	548	394	15.0
All Other Sales Workers	79000	112	0.7	NA	-	-	NA

* Less than 0.05 Percent

OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods. Within this group, the largest industry is SIC-508-Machinery, Equipment and Supplies. Compared to a similar survey in 1979, employment in durable goods grew by 862 workers or 10 percent. Employment gains were reported in all occupational groups except Professional and Service.

Our sample consisted of 293 units representing an employment of 6,178. Usable responses were received from 200 units or 68% of the units sampled. The reported employment was 4,234.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT
1	71000	Sales Representatives	2,008
2	61333	General Clerks, Office	543
3	10048	Wholesalers	368
4	62008	Stock Clerks, Stockroom, Warehouse or Storage Yard	363
5	54000	Truck Drivers	357
6	10032	Managers, Merchandise	340
7	51008	Mechanics, Automotive	330
8	55A87	Delivery/Route Workers	313
9	32004	Electrical and Electronic Technicians	292
10	72002	Sales Clerks	279

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	71000	Sales Representatives	78.0
2	10032	Managers, Merchandise	44.0
3	10048	Wholesalers	41.5
4	61333	General Clerks, Office	39.5
5	62008	Stock Clerks, Stockroom, Warehouse or Storage Yard	33.0

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

DURABLE GOODS

(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
TOTAL ALL OCCUPATIONS		9,530	100.0				
MANAGERS AND OFFICERS	10000	1,018	10.8				
Managers, Merchandise	10032	340	3.6	12	379	301	44.0
Managers, Store	10035	45	0.5	25	56	34	2.0
Wholesalers	10048	368	3.9	11	408	328	41.5
All Other Managers	19000	265	2.8	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	384	4.0				
All Other Engineers	21900	9	*	NA	-	-	NA
Systems Analysts, EDP	24000	82	0.9	17	96	68	2.0
Purchasing Agents/Buyers	25300	19	0.2	6	20	18	1.5
Buyers, Retail and/or Wholesale Trade	25301	123	1.3	20	147	99	16.0
Accountants and Auditors	25401	113	1.2	26	143	83	16.5
All Other Professional Workers	29000	38	0.4	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	329	3.4				
Computer Programmers	31000	29	0.3	43	41	17	3.5
Electrical and Electronic Technicians	32004	292	3.1	36	396	188	10.5
All Other Engineering Technicians	32900	5	*	NA	-	-	NA
All Other Technicians	39000	3	*	NA	-	-	NA
SERVICE OCCUPATIONS	40000	61	0.7				
Janitors, Porters and Cleaners	41000	44	0.5	25	55	33	9.0
All Other Service Workers	49000	17	0.2	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	2,834	29.9				
Mechanics, Automotive	51008	330	3.5	25	413	247	21.0
Diesel Mechanics	51019	100	1.1	22	122	78	7.5
Engineering-Equipment Mechanics	51034	57	0.6	43	81	33	2.5

* Less Than 0.05 Percent

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Office Machine Servicers and/or Cash Register Servicers	51046	286	3.0	20	343	229	3.0
All Other Mechanics and Repairers	51900	220	2.3	NA	-	-	NA
Truck Drivers	54000	357	3.8	14	406	308	25.5
Delivery and/or Route Workers	55A87	313	3.3	21	379	247	20.0
Supervisors, Nonworking	55B29	97	1.0	20	116	78	17.0
Industrial Truck Operators	55B57	43	0.5	46	62	24	5.0
Machinists	55B84	34	0.4	17	40	28	4.0
Maintenance Repairers, General Utility	55B86	131	1.4	33	175	87	11.5
Order Fillers	55C08	193	2.0	19	231	155	16.5
Tire Fabricators and/or Repairers	55D22	77	0.8	22	94	60	1.5
Variety Saw Operators	55R08	24	0.2	32	32	16	1.5
All Other Skilled Craft and Kindred Workers	59001	124	1.3	NA	-	-	NA
All Other Operatives and Semiskilled Workers	59002	221	2.3	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	227	2.4	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	2,527	26.3				
Bookkeeping and/or Billing Machine Operators	61103	149	1.6	16	173	125	19.0
Computer Operators	61105	12	0.1	18	14	10	3.0
Keypunch Operators	61107	25	0.3	10	27	23	1.5
All Other Office Machine Operators	61199	11	0.1	NA	-	-	NA
Accounting Clerks	61301	138	1.4	22	168	108	20.0
Bookkeepers, Hand	61307	195	2.0	15	224	166	29.0
Cashiers	61314	21	0.2	46	31	11	5.5
Collectors	61319	12	0.1	22	15	9	3.0
General Clerks, Office	61333	543	5.7	11	600	486	39.5
Order Clerks	61350	187	2.0	25	234	140	21.0
Secretaries	61368	251	2.6	14	286	216	27.0
Typists	61392	68	0.7	24	85	51	11.5
Clerical Supervisors	61396	85	0.9	30	110	60	13.0
All Other Office Clerical Workers	61900	70	0.7	NA	-	-	NA
Shipping Packers	62004	147	1.5	22	179	115	12.5
Shipping/Receiving Clerks	62005	245	2.6	15	281	209	27.0

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

DURABLE GOODS

(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	363	3.8	15	418	308	33.0
All Other Plant Clerical Workers	62900	5	*	NA	-	-	NA
SALES OCCUPATIONS	70000	2,377	24.9				
Sales Representatives	71000	2,008	21.1	7	2,139	1,877	78.0
Sales Clerks	72002	279	2.9	18	328	230	15.0
All Other Sales Workers	79000	90	0.9	NA	-	-	NA

* Less than 0.05 percent

STAFFING PATTERNS

WHOLSALE TRADE INDUSTRIES

DURABLE GOODS

(SIC 50)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employers information. They were however included in the appropriate "All" or "All Other" category.

Adjustment Clerks
Automotive Body Repairers
Cleaners, Vehicle
Cosmetologists and/or Hairstylists
Crane, Derrick, and Hoist Operators
Credit Reference Clerks
Data Processing Machine Repairers
Designers
Dispatchers, Vehicle, Service or Work
Drafters
Electricians
Electrical and Electronic Engineers
Farm Equipment Mechanics
File Clerks
Furniture Assemblers and Installers
Fuel Pump Attendants
Gas and Electric Appliance Repairers
Gasoline Engine or Mower Repairers
Glaziers
Guards and Doorkeepers
Heavy Equipment Operators
Locksmiths
Managers, Automobile Service Department
Mechanical Engineers
Painters, Maintenance
Payroll and/or Timekeeping Clerks
Personnel Clerks
Personnel and Labor Relations Specialists
Peripheral EDP Equipment Operators
Plumbers and/or Pipefitters
Procurement Clerks
Protective Signal Installers and/or Repairers
Receptionists
Sales Clerk Supervisors
Service Clerks
Switchboard Operators
Switchboard Operators and/or Receptionists
Tire Changers
Weighers, Recordkeeping
Welders and/or Flamecutters

OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods. Within this group the largest industry is SIC 514 - Groceries and Related Products. Compared to a similar survey in 1979, employment in nondurable goods grew by 235 workers or 4 percent. Employment gains were reported in all occupational groups except Production, Service and Professional.

Our sample consisted of 215 units representing an employment of 4,676. Usable responses were received from 133 units or 62% of the units sampled. The reported employment was 2,787.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT
1	71000	Sales Representatives	1,436
2	55A87	Delivery/Route Workers	899
3	54000	Truck Drivers	475
4	10048	Wholesalers	318
5	62008	Stock Clerks, Stockroom, Warehouse, or Storage Yard	307
6	10032	Managers, Merchandise	203
7	72002	Sales Clerks	192
8	61333	General Clerks, Office	190
9	61368	Secretaries	183
10	61307	Bookkeepers, Hand	167

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	71000	Sales Representatives	56.4
2	10048	Wholesalers	41.4
3	10032	Managers, Merchandise	39.8
4	55A87	Delivery/Route Workers	37.6
5	61307	Bookkeepers, Hand	28.6

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

NONDURABLE GOODS

(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
TOTAL ALL OCCUPATIONS		6,547	100.0				
MANAGERS AND OFFICERS	10000	719	11.0				
Managers, Merchandise	10032	203	3.1	15	233	173	39.8
Wholesalers	10048	318	4.9	21	385	251	41.4
All Other Managers	19000	198	3.0	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	175	2.6				
Buyers, Retail and/or Wholesale Trade	25301	93	1.4	24	116	70	11.3
Accountants and Auditors	25401	73	1.1	22	89	57	15.8
All Other Professional Wkrs.	29000	9	0.1	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	50	0.7				
SERVICE OCCUPATIONS	40000	198	3.1				
Janitors, Porters and Cleaners	41000	70	1.1	18	82	58	10.5
All Other Food Service Workers	43900	128	2.0	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	2,295	35.1				
Diesel Mechanics	51019	18	0.3	22	22	14	3.0
All Other Mechanics and Repairers	51900	65	1.0	NA	-	-	NA
Truck Drivers	54000	475	7.3	13	538	412	27.1
Delivery/Route Workers	55A87	899	13.7	14	1,025	773	37.6
Supervisors, Nonworking	55B29	56	0.9	25	70	42	12.0
Maintenance Repairers, General Utility	55B86	108	1.6	32	142	74	10.5
Order Fillers	55C08	156	2.4	23	192	120	18.0
All Other Skilled Craft and Kindred Workers	59001	15	0.2	NA	-	-	NA
All Other Operatives and Semiskilled workers	59002	135	2.1	NA	-	-	NA
All Other Laborers and Unskilled workers	59003	368	5.6	NA	-	-	NA

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

NONDURABLE GOODS

(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	1,460	22.3				
Bookkeeping and/or Billing Machine Operators	61103	96	1.5	24	119	73	15.8
All Other Office Machine Operators	61199	32	0.5	NA	-	-	NA
Accounting Clerks	61301	77	1.2	26	97	57	10.5
Bookkeepers, Hand	61307	167	2.5	19	198	136	28.6
Cashiers	61314	51	0.8	32	67	35	6.8
General Clerks, Office	61333	190	2.9	17	223	157	25.6
Order Clerks	61350	56	0.9	26	70	42	12.0
Secretaries	61368	183	2.8	17	215	151	24.8
Typists	61392	30	0.5	18	35	25	8.3
Clerical Supervisors	61396	74	1.1	19	88	60	15.8
All Other Office Clerical Wkrs.	61900	36	0.5	NA	-	-	NA
Shipping Packers	62004	62	0.9	25	78	46	12.0
Shipping Receiving Clerks	62005	94	1.4	21	114	74	23.3
Stock Clerks , Stockroom, Warehouse, or Storage Yard	62008	307	4.7	17	360	254	23.3
All Other Plant Clerical Wkrs.	62900	5	0.1	NA	-	-	NA
SALES OCCUPATIONS	70000	1,650	25.2				
Sales Representatives	71000	1,436	22.0	19	1,706	1,166	56.4
Sales Clerks	72002	192	2.9	31	251	133	15.0
All Other Sales Workers	79000	22	0.3	NA	-	-	NA

STAFFING PATTERNS

WHOLESALE TRADE INDUSTRIES

NONDURABLE GOODS

(SIC 51)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "All Other" category.

Butcher and/or Meat Cutters
Chemists
Collectors
Commercial Artists
Computer Operators
Credit Reference Clerks
Custom Sewers
Dispatchers, Vehicle, Service or Work
Electrical and Electronic Technicians
File Clerks
Fuel Pump Attendants
Industrial Truck Operators
Keypunch Operators
Kitchen Helpers
Managers, Automobile Service Department
Managers, Store
Mechanics, Automotive
Mechanics, Maintenance
Merchandise Displayers
Oil-Burner Installers
Payroll and Timekeeping Clerks
Peripheral EDP Equipment Operators
Personnel Clerks
Production Packagers
Service Clerks
Switchboard Operators and/or Receptionists
Tire Changers
Truck Driver Helpers

RETAIL TRADE

(SIC 52-59)

This division includes establishments engaged in selling merchandise for personal or household consumption, and rendering services incidental to the sale of goods. In general, retail establishments are classified by kind of business according to the principal line of commodities sold (groceries, hardware, etc.), or the usual trade designation (drug store, cigar store, etc.).

Compared to a similar survey in 1979, employment in retail trade grew by 3,278 workers or 5 percent. All of the occupational groups showed gains in employment except Professional and Sales. The largest gains in employment occurred in Services and Clerical which added 1,683 and 889 workers respectively. Industry 581 (Eating and Drinking Places), the largest industry within this group added on 1,095 workers or 5 percent while the second largest industry SIC-541 (Grocery Stores) grew by 2,024 workers or 17 percent.

Our sample consisted of 1,365 units representing an employment of 34,214. Usable responses were received from 1,007 units or 74% of the units sampled. The reported employment was 25,692.

THE FIFTEEN SPECIFIC OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS RETAIL TRADE (SIC 52-59)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/	PERCENT OF TOTAL
1	72002	Sales Clerks	9,077	12.2
2	43009	Waiters or Waitresses	7,713	10.4
3	61314	Cashiers	6,892	9.3
4	55D74	Stock Clerks, Sales	5,319	7.1
5	10035	Managers, Store	4,558	6.1
6	71000	Sales Representatives	4,095	5.5
7	43014	Food Preparation and Service Workers, Fast Food Restaurant	3,778	5.1
8	43007	Kitchen Helpers	1,936	2.6
9	55D66	Baggers	1,837	2.5
10	51008	Mechanics, Automotive	1,736	2.3
11	43013	Cooks, Restaurant	1,554	2.1
12	61333	General Clerks, Office	1,499	2.0
13	43011	Cooks, Short Order/Specialty Fast Foods	1,398	1.9
14	55D67	Fuel Pump Attendants	1,222	1.6
15	61307	Bookkeepers, Hand	1,189	1.6

STAFFING PATTERNS

RETAIL TRADE

SIC (52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		74,452	100.0				
MANAGERS AND OFFICERS	10000	7,180	9.7				
Directors, Food and Beverage and/or Catering Managers	10011	125	0.2	42	177	73	1.0
Managers, Merchandise	10032	502	0.7	8	543	461	16.0
Managers, Store	10035	4,558	6.1	4	4,730	4,386	69.7
Managers, Automobile Service Department	10046	300	0.4	11	333	267	5.1
Managers, Automotive Parts Department	10047	218	0.3	11	243	193	3.9
Managers, Restaurant	10049	984	1.3	19	1,175	793	3.9
All Other Managers	19000	493	0.7	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	1,416	1.9				
All Other Engineers	21900	8	*	NA	-	-	NA
All Other Mathematical Scientists	22199	2	*	NA	-	-	NA
Buyers, Retail and/or Wholesale Trade	25301	653	0.9	20	783	523	12.7
Accountants and Auditors	25401	178	0.2	17	209	147	3.1
Personnel and Labor Relations Specialists	25465	24	*	23	29	19	1.1
Pharmacists	25466	324	0.4	9	353	295	3.7
Designers	25489	189	0.3	16	220	158	3.9
All Other Professional Workers	29000	38	0.1	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	72	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	40000	22,439	30.3				
Janitors, Porters and Cleaners	41000	666	0.9	23	118	201	11.7
Guards and Doorkeepers	42000	49	0.1	21	59	39	1.4
Bakers, Bread/Pastry	43001	264	0.4	47	388	140	2.0
Bartenders	43002	783	1.0	27	991	575	2.0
Dining Room Attendants	43003	689	0.9	35	933	445	1.4
Butchers/Meatcutters	43004	435	0.6	18	512	358	4.0
Hostesses, Restaurant	43006	600	0.8	29	776	424	1.8
Kitchen Helpers	43007	1,936	2.6	16	2,244	1,628	4.2
Waiters or Waitresses	43009	7,713	10.4	13	8,723	6,703	4.1
Cooks, Short Order and/or Specialty Fast Foods	43011	1,398	1.9	43	2,001	795	2.3
Cooks, Restaurant	43013	1,554	2.1	24	1,922	1,186	2.7

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Food Preparation and Service Workers, Fast Food Restaurant	43014	3,778	5.1	28	4,822	2,734	1.2
All Other Food Service Workers	43900	2,272	3.1	NA	-	-	NA
Supervisors, Nonworking Service Only	44014	111	0.2	43	159	63	0.8
Checkers, Fitting Room	44055	19	*	40	27	11	0.3
Store Detectives	44073	65	0.1	13	73	57	1.4
All Other Service Workers	49000	107	0.1	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	15,630	20.7				
Mechanics, Automotive	51008	1,736	2.3	8	1,875	1,597	10.1
Body Repairers, Automotive	51012	217	0.3	21	262	172	2.0
Bicycle Repairers	51016	54	0.1	43	77	31	0.9
Gasoline Engine/Mower Repairers	51031	24	*	43	34	14	0.7
Laundry-Machine Mechanics	51039	30	*	25	37	23	0.5
Marine Mechanics and/or Repairers	51042	29	*	24	36	22	0.5
Mechanics, Maintenance	51043	13	*	27	17	9	0.3
Refrigeration Mechanics/Air Conditioning Mechanics	51052	58	0.1	41	82	34	0.6
Television Servicers and Repairers	51055	135	0.2	22	164	106	2.2
Coin Machine Servicers/Vending Machine Repairers	51056	50	0.1	37	68	32	0.8
Motorboat Mechanics	51057	50	0.1	42	71	29	0.5
Gas and Electric Appliance Repairers	51080	125	0.2	14	142	108	3.5
All Other Mechanics and Repairers	51900	141	0.2	NA	-	-	NA
Truck Drivers	54000	570	0.8	8	616	524	12.4
Cabinet Makers	55A38	16	*	43	26	10	0.3
Carpet Cutters/Carpet Layers	55A44	61	0.1	20	73	49	1.4
Carpenters	55A47	16	*	31	21	11	0.6
Cleaners, Vehicle	55A61	178	0.2	26	224	132	1.7
Delivery and Route Workers	55A87	791	1.1	9	866	716	15.8
Merchandise Displayers and Window Trimmers	55A93	31	*	25	39	23	1.2
Supervisors, Nonworking	55B29	170	0.2	15	195	145	4.7
Glaziers	55B48	167	0.2	49	248	86	0.6
Industrial Truck Operators	55B57	49	0.1	24	61	37	1.7
Maintenance Repairers, General Utility	55B86	223	0.3	18	264	182	4.9
Helpers, Trade	55B87	176	0.2	26	222	130	2.0
Oilburner Installers and Servicers	55C04	244	0.3	5	256	232	7.0
Order Fillers	55C08	214	0.3	26	269	159	1.7
Painters, Automotive	55C11	62	0.1	46	91	33	0.8
Sewing Machine Operators, Regular Equipment-- Nongarment	55C78	11	*	42	16	6	0.3
Sewing Machine Operators, Special Equipment--Nongarment	55C79	26	*	36	35	17	0.5
Alteration Tailors	55D05	83	0.1	17	97	69	2.7
Furniture Assemblers	55D54	26	*	25	33	19	0.9
Baggers	55D66	1,837	2.5	14	2,102	1,572	3.3
Fuel Pump Attendants	55D67	1,222	1.6	16	1,417	1,027	4.9
Tire Changers	55D68	271	0.4	29	349	193	1.3
Household Appliance Installers	55D73	27	*	26	34	30	0.8
Stock Clerks, Sales	55D74	5,319	7.1	9	5,814	4,824	15.1

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Furniture Upholsterers	55D87	10	*	38	14	6	0.3
Wood Machinists	55L34	88	0.1	32	116	60	0.7
Mobile Home Repairers	55T35	25	*	14	28	22	0.6
All Other Skilled Craft and Kindred Workers	59001	309	0.4	NA	-	-	NA
All Other Operatives and Semi-Skilled Workers	59002	494	0.7	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	250	0.3	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	13,970	18.9				
Bookkeeping/Billing Machine Operators	61103	108	0.2	11	119	97	6.0
Computer Operators	61105	16	*	18	19	13	0.4
Keypunch Operators	61107	41	0.1	22	50	32	0.4
All Other Office Machine Operators	61199	13	*	NA	-	-	NA
Accounting Clerks	61301	642	0.9	15	735	549	15.0
Bookkeepers, Hand	61307	1,189	1.6	9	1,294	1,084	31.1
Adjustment Clerks	61313	206	0.3	22	251	161	2.1
Cashiers	61314	6,892	9.3	6	7,310	6,474	24.6
Collectors	61319	55	0.1	26	69	41	0.9
General Clerks, Office	61333	1,499	2.0	14	1,705	1,293	25.4
Credit Authorizers	61344	28	*	15	32	24	0.6
Order Clerks	61350	257	0.4	33	341	173	2.4
Secretaries	61368	397	0.5	12	446	348	11.7
Service Clerks	61373	239	0.3	22	292	186	2.1
Switchboard Operators	61376	16	*	34	21	11	0.7
Switchboard Operators and/or Receptionists	61377	23	*	31	30	16	0.7
Typists	61392	71	0.1	43	101	41	0.7
Clerical Supervisors	61396	58	0.1	18	68	48	2.1
All Other Office Clerical Workers	61900	297	0.4	NA	-	-	NA
Shipping Packers	62004	111	0.2	13	125	97	1.1
Shipping/Receiving Clerks	62005	335	0.5	7	360	310	11.5
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	756	1.0	10	834	678	12.8
Dispatchers, Vehicle, Service or Work	62018	10	*	21	12	8	0.7
Marking Clerks	62024	606	0.8	22	640	472	3.1
All Other Plant Clerical Workers	62900	105	0.1	NA	-	-	NA
SALES OCCUPATIONS	70000	13,745	18.4				
Sales Representatives	71000	4,095	5.5	8	4,420	3,770	31.5
Sales Clerks	72002	9,077	12.2	5	9.561	8,593	41.3
Sales Clerk Supervisors	72007	245	0.3	16	284	206	1.7
All Other Sales Workers	79000	328	0.4	NA	-	-	NA

* Less Than 0.05 Percent

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
RETAIL TRADE
(SIC 52-59)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	69.7
2	72002	Sales Clerks	41.3
3	71000	Sales Representatives	31.5
4	61307	Bookkeepers, Hand	31.1
5	61333	General Clerks, Office	25.4
6	61314	Cashiers	24.6
7	10032	Managers, Merchandise	16.0
8	55A87	Delivery and Route Workers	15.8
9	55D74	Stock Clerks, Sales	15.1
10	61301	Accounting Clerks	15.0

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employers information. They were however included in the appropriate "All" or "All Other" category.

Automobile Repair-Service Estimators
Bakers
Cake Decorators
Ceiling-Tile Installers
Commercial Artists
Computer Programmers
Conveyor Operators/Tenders
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria
Cosmetologists/Hairstylists
Credit Reference Clerks
Custom Tailors
Data Processing Machine Repairers
Demonstrators
Doughnut Makers/Doughnut Machine Operators
Drafters
Diesel Mechanics
Electrical & Electronic Engineers
Electrical & Electronic Technicians
File Clerks
Furniture Finishers
Heavy Equipment Operators
Jewelers/Silversmiths
Life Scientists
Locksmiths
Lumber Graders
Managers, Wholesale
Mechanics, Aircraft
Mobile Home Set-up Operators
Musical Instrument Repairers
Office Machine Repairers
Opticians, Dispensing/Optical Mechanics
Optometrists
Pantry, Sandwich/Coffee Makers
Painters, Maintenance
Payroll/Timekeeping Clerks
Peripheral EDP Equipment Operators
Personnel Clerks
Pharmacy Helpers
Picture Framers
Plumbers/Pipefitters
Production Packagers
Public-Relations Practitioners
Purchasing Agents/Buyers
Receptionists
Sewers, Custom
Statisticians
Stenographers
Systems Analyst, EDP
Tire Fabricators/Repairers
Variety Saw Operators
Watchmakers
Woodworking-Machine Operators
Writers/Editors

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY,
AND MOBILE HOME DEALERS
(SIC 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes. Within this group, the largest industry is SIC-521- Lumber and Other Building Materials Dealers.

Compared to a similar survey in 1979, employment in SIC-52 declined by 256 workers or about 7 percent. The only significant gain was reported in the Managers and Officers category which added 75 workers. The greatest loss occurred in the Sales category which lost 141 workers.

Our sample consisted of 108 units representing an employment of 2,226. Usable responses were received from 89 units or 82 percent of the units sampled. The reported employment was 1,740.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT
			1/
1	71000	Sales Representatives	643
2	10035	Managers, Store	477
3	72002	Sales Clerks	399
4	54000	Truck Drivers	220
5	55B48	Glaziers	167
6	55D74	Stock Clerks, Sales	150
7	62008	Stock Clerks, Stockroom, Warehouse or Storage Yard	149
8	61333	General Clerks, Office	136
9	61307	Bookkeepers, Hand	114
10	61314	Cashiers	96

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

BUILDING MATERIALS, HARDWARE

GARDEN SUPPLY AND MOBILE HOME DEALERS

(SIC 52)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		3,634	100.0				
MANAGERS AND OFFICERS	10000	615	16.9				
Managers, Merchandise	10032	87	2.4	23	107	67	36.0
Managers, Store	10035	477	13.1	6	508	446	89.9
All Other Managers	19000	51	1.4	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	81	2.2				
All Other Engineers	21900	1	*	NA	-	-	NA
Buyers, Retail/Wholesale Trade	25301	55	1.5	22	67	43	19.1
Accountants and Auditors	25401	20	0.6	45	29	11	9.0
All Other Professional Workers	29000	5	0.1	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	8	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	40000	27	0.7	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	1,151	31.7				
Gasoline Engine/Mower Repairers	51031	24	0.7	43	34	14	7.9
All Other Mechanics and Repairers	51900	24	0.7	NA	-	-	NA
Truck Drivers	54000	220	6.1	12	247	193	44.9
Carpenters	55A47	16	0.4	31	21	11	5.6
Delivery and Route Workers	55A87	64	1.8	23	79	49	15.7
Supervisors, Nonworking	55B29	35	1.0	35	47	23	11.2
Glaziers	55B48	167	4.6	49	248	86	6.7
Industrial Truck Operators	55B57	49	1.3	24	61	37	19.1
Maintenance Repairers, General Utility	55B86	15	0.4	40	21	9	7.9
Stock Clerks, Sales	55D74	150	4.1	34	201	99	27.0
Wood Machinists	55L34	88	2.4	32	116	60	7.9
All Other Skilled Craft and Kindred Workers	59001	117	3.2	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Operatives and Semi Skilled Workers	59002	73	2.0	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	109	3.0	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	678	18.7				
All Other Machine Operators	61199	11	0.3	NA	-	-	NA
Accounting Clerks	61301	38	1.1	27	48	28	23.6
Bookkeepers, Hand	61307	114	3.1	14	129	99	44.9
Cashiers	61314	96	2.6	27	122	70	27.0
General Clerks, Office	61333	136	3.7	15	156	116	40.4
Secretaries	61368	42	1.2	26	53	31	18.0
All Other Office Clerical Workers	61900	19	0.5	NA	-	-	NA
Shipping/Receiving Clerks	62005	60	1.7	16	70	50	25.8
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	149	4.1	15	171	127	32.6
All Other Plant Clerical Workers	62900	13	0.4	NA	-	-	NA
SALES OCCUPATIONS	70000	1,074	29.6				
Sales Representatives	71000	643	17.7	12	717	569	64.0
Sales Clerks	72002	399	11.0	13	451	347	40.4
All Other Sales Workers	79000	32	0.9	NA	-	-	NA

*Less Than 0.05 Percent

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	89.9
2	71000	Sales Representatives	64.0
3	61307	Bookkeepers, Hand	44.9
	54000	Truck Drivers	44.9
4	72002	Sales Clerks	40.4
	61333	General Clerks, Office	40.4

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

BUILDING MATERIALS, HARDWARE

GARDEN SUPPLY, AND MOBILE HOMES

(SIC 52)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Cabinetmakers
Carpet Cutters/Carpet Layers
Clerical Supervisors
Collectors
Computer Operators
Computer Programmers
Conveyor Operators/Tenders
Credit Authorizers
Dispatchers, Vehicle Service or Work
Drafters
File Clerks
Furniture Assemblers
Guards and Doorkeepers
Keypunch Operators
Locksmiths
Lumber Graders
Managers, Automobile Service Department
Managers, Automotive Parts Department
Mechanics, Automotive
Mobile Home Set-up Operators
Oil Burner Installers
Order Clerks
Order Fillers
Painters, Maintenance
Payroll/Timekeeping Clerks
Plumbers/Pipefitters
Purchasing Agents/Buyers
Sales Clerk Supervisors
Switchboard Operators
Switchboard Operators/Receptionists
Variety Saw Operators
Wholesalers
Woodworking-Machine Operators
Writers/Editors

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

This major group includes retail stores which sell a number of lines of merchandise such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. Within this group, the largest industry is SIC-531-Department Stores.

Compared to a similar survey in 1979, employment in SIC-53 declined by 619 workers or 7 percent. The only significant gain was reported in the Production category which added 806 workers. The greatest loss occurred in the Sales category which lost 967 workers.

Our sample consisted of 96 units representing an employment of 6,717. Usable responses were received from 59 units or 61 percent of the units sampled. The reported employment was 4,350.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	72002	Sales Clerks	1,948
2	55D74	Stock Clerks, Sales	1,257
3	61314	Cashiers	842
4	71000	Sales Representatives	618
5	10035	Managers, Store	454
6	72007	Sales Clerk Supervisors	216
7	61313	Adjustment Clerks	171
8	62024	Marking Clerks	165
9	61333	General Clerks, Office	148
10	62008	Stock Clerks, Stockroom, Warehouse, or Storage Yard	124

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

GENERAL MERCHANDISE STORES

(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
TOTAL ALL OCCUPATIONS		7,741	100.0				
MANAGERS AND OFFICERS	10000	709	9.2				
Managers, Merchandise	10032	76	1.0	21	92	60	25.4
Managers, Store	10035	454	5.9	9	496	412	94.9
All Other Managers	19000	179	2.3	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	119	1.6				
Buyers, Retail/Wholesale Trade	25301	101	1.3	31	132	70	6.8
Personnel and Labor Relations Specialists	25465	14	0.2	27	18	10	11.9
All Other Professional Workers	29000	4	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	40000	373	4.7				
Janitors, Porters and Cleaners	41000	76	1.0	19	90	62	33.9
Guards and Doorkeepers	42000	47	0.6	22	57	37	22.0
All Other Food Service Workers	43900	144	1.8	NA	-	-	NA
Store Detectives	44073	65	0.8	13	73	57	23.7
All Other Service Workers	49000	41	0.5	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	1,466	18.9				
Mechanics, Maintenance	51043	13	0.2	27	17	9	5.1
All Other Mechanics and Repairmen	51900	83	1.0	NA	-	-	NA
Stock Clerks, Sales	55D74	1,257	16.2	22	1,532	982	55.9
All Other Skilled Craft and Kindred Workers	59001	73	0.9	NA	-	-	NA
All Other Operatives and Semi Skilled Workers	59002	28	0.4	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	12	0.2	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	2,038	26.3				
All Other Office Machine Operators	61199	9	0.1	NA	-	-	NA
Accounting Clerks	61301	61	0.8	28	78	44	23.7
Bookkeepers, Hand	61307	79	1.0	18	93	65	30.5
Adjustment Clerks	61313	171	2.2	25	214	128	27.1
Cashiers	61314	842	10.9	12	945	739	67.8
General Clerks, Office	61333	148	1.9	13	168	128	42.4
Credit Authorizers	61344	25	0.3	17	29	21	6.8
Secretaries	61368	31	0.4	34	42	20	11.9
Service Clerks	61373	38	0.5	17	45	31	5.1
Clerical Supervisors	61396	29	0.4	29	37	21	8.5
All Other Office Clerical Workers	61900	203	2.6	NA	-	-	NA
Shipping Packers	62004	28	0.4	14	32	26	5.1
Shipping/Receiving Clerks	62005	82	1.1	15	94	70	45.8
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	124	1.6	25	155	93	23.7
Marking Clerks	62024	165	2.1	13	187	143	44.1
All Other Plant Clerical Workers	62900	3	*	NA	-	-	NA
SALES OCCUPATIONS	70000	3,036	39.3				
Sales Representatives	71000	618	8.0	22	751	485	15.3
Sales Clerks	72002	1,948	25.2	10	2,144	1,752	61.0
Sales Clerk Supervisors	72007	216	2.8	18	255	177	27.1
All Other Sales Workers	79000	254	3.3	NA	-	-	NA

* Less Than 0.05 Percent

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	94.9
2	61314	Cashiers	67.8
3	72002	Sales Clerks	61.0
4	55D74	Stock Clerks, Sales	55.9
5	62005	Shipping/Receiving Clerks	45.8

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES

(SIC 53)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Alteration Tailors
Bicycle Repairers
Checkers, Fitting Room
Collectors
Commercial Artists
Cooks, Restaurant
Cosmetologists, and/or Hairstylists
Counter Attendants, Lunchroom, Coffee Shop or Cafeteria
Credit Reference Clerks
Custom Sewers
Delivery/Route Workers
Demonstrators
File Clerks
Food Preparation and Service Workers-Fast Food Restaurant
Furniture Finishers
Gas and Electric Appliance Repairers
Hostesses, Restaurant
Household Appliance Installers
Keypunch Operators
Kitchen Helpers
Laundry-Machine Mechanics
Maintenance Repairers, General Utility
Managers, Automobile Service Department
Managers, Automotive Parts Department
Managers, Restaurant
Mechanics, Automotive
Mechanics, Maintenance
Merchandise Displayers
Order Clerks
Painters, Maintenance
Payroll/Timekeeping Clerks
Peripheral EDP Equipment Operators
Personnel Clerks
Supervisors, Nonworking-Service Only
Switchboard Operators
Switchboard Operators/Receptionists
Television Servicers and Repairers
Tire Changers
Truck Drivers
Typists
Waiters/Waitresses

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

This major group includes retail stores primarily engaged in selling food for home preparation and consumption. Within this group, the largest industry is SIC-541-Grocery Stores.

Compared to a similar survey in 1979, employment in SIC-54 grew by 2,422 workers or 19 percent. Employment gains were reported in all occupational groups except Professional. The largest gain was in the Clerical group which added 1,167 workers. The specific occupations of Cashiers and General Office Clerks grew by 741 and 149 workers respectively.

Our sample consisted of 118 units representing an employment of 7,275. Usable responses were received from 94 units or 80 percent of the units sampled. The reported employment was 6,495.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	61314	Cashiers	4,131
2	55D74	Stock Clerks, Sales	3,628
3	55D66	Baggers	1,837
4	72002	Sales Clerks	1,513
5	10035	Managers, Store	1,094
6	62024	Marking Clerks	441
7	43004	Butchers/Meatcutters	429
8	61333	General Clerks, Office	389
9	43001	Bakers, Bread and/or Pastry	135
10	61307	Bookkeepers, Hand	127

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	84.0
2	61314	Cashiers	63.8
3	55D74	Stock Clerks, Sales	46.8
4	72002	Sales Clerks	46.8
	43004	Butchers/Meatcutters	41.5

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

FOOD STORES

(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		15,326	100.0				
MANAGERS AND OFFICERS	10000	1,146	7.4				
Managers, Store	10035	1,094	7.1	12	1,228	960	84.0
All Other Managers	19000	52	0.3	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	171	1.1	NA	-	-	NA
SERVICE OCCUPATIONS	40000	1,108	7.3				
Janitors, Porters and Cleaners	41000	111	0.7	31	145	77	21.3
Bakers, Bread and/or Pastry	43001	135	0.9	31	177	93	16.0
Butchers/Meatcutters	43004	429	2.8	18	505	353	41.5
Waiters or Waitresses	43009	80	0.5	42	114	46	3.2
All Other Food Service Workers	43900	298	2.0	NA	-	-	NA
All Other Service Workers	49000	55	0.4	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	5,754	37.6				
Delivery and Route Workers	55A87	36	0.2	18	42	30	6.4
Baggers	55D66	1,837	12.0	14	2,102	1,572	35.1
Stock Clerks, Sales	55D74	3,628	23.7	11	4,035	3,221	46.8
Doughnut Makers/Doughnut Machine Operators	55H82	23	0.2	44	33	13	4.3
All Other Skilled Craft and Kindred Workers	59001	80	0.5	NA	-	-	NA
All Other Operatives and Semi Skilled Workers	59002	150	1.0	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	5,300	34.5				
All Other Office Machine Operators	61199	2	*	NA	-	-	NA
Bookkeepers, Hand	61307	127	0.8	38	175	79	28.7
Cashiers	61314	4,131	26.9	8	4,454	3,808	63.8
Collectors	61319	46	0.3	31	60	32	5.3
General Clerks, Office	61333	389	2.5	40	545	233	27.7
All Other Office Clerical Workers	61900	73	0.5	NA	-	-	NA
Marking Clerks	62024	441	2.9	30	573	309	5.3
All Other Plant Clerical Workers	62900	91	0.6	NA	-	-	NA
SALES OCCUPATIONS	70000	1,847	12.1				
Sales Clerks	72002	1,513	9.9	24	1,881	1,145	46.8
All Other Sales Workers	79000	334	2.2	NA	-	-	NA

* Less Than 0.05 Percent

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

FOOD STORES

(SIC 54)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Accounting Clerks
Adjustment Clerks
Bakers
Buyers, Retail/Wholesale Trade
Cake Decorators
Carpenters
Commercial Artists
Cooks, Short Order
Cooks, Restaurant
Counter Attendants
Kitchen Helpers
Life Scientists
Maintenance Repairmen, General Utility
Managers, Merchandise
Managers, Restaurant
Payroll/Timekeeping Clerks
Personnel Clerks
Personnel and Labor Relations Specialists
Production Packagers
Receptionists
Sales Representatives
Secretaries
Service Clerks
Shipping/Receiving Clerks
Switchboard Operators/Receptionists
Truck Drivers
Typists

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motor cycles; those selling new automobile parts and accessories; and gasoline service stations. Establishments dealing exclusively in used automobiles, and automobile repair shops maintained by those establishments selling new automobiles, are also included. Within this group, the largest industry is SIC-551-Motor Vehicle Dealers (New and Used).

Compared to a similar survey in 1979, employment in SIC 55 declined by 489 workers or 6 percent. Significant losses were reported in Production and Sales with 302 and 161 fewer workers respectively.

Our sample consisted of 154 units representing an employment of 2,675. Usable responses were received from 111 units or 72 percent of the units sampled. The reported employment was 1,885.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	51008	Mechanics, Automotive	1,657
2	55D67	Fuel Pump Attendants	1,201
3	71000	Sales Representatives	797
4	10035	Managers, Store	633
5	72002	Sales Clerks	342
6	10046	Managers, Automobile Service Department	290
7	55D68	Tire Changers	258
8	61314	Cashiers	250
9	61333	General Clerks, Office	237
10	51012	Body Repairers, Automotive	217

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Operatives and Semi Skilled Workers	59002	128	1.5	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	28	0.3	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	1,396	17.1				
All Other Office Machine Operators	61199	1	*	NA	-	-	NA
Accounting Clerks	61301	203	2.5	26	256	150	24.3
Bookkeepers, Hand	61307	185	2.3	19	221	149	32.4
Cashiers	61314	250	3.0	42	355	145	14.4
General Clerks,Office	61333	237	2.9	20	284	190	29.7
Secretaries	61368	99	1.2	32	131	67	15.3
Service Clerks	61373	196	2.4	27	249	143	15.3
All Other Office Clerical Workers	61900	24	0.3	NA	-	-	NA
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	196	2.4	19	233	159	19.8
All Other Plant Clerical Workers	62900	5	0.1	NA	-	-	NA
SALES OCCUPATIONS	70000	1,150	14.0				
Sales Representatives	71000	797	9.7	13	897	697	42.3
Sales Clerks	72002	342	4.2	46	500	184	11.7
All Other Sales Workers	79000	11	0.1	NA	-	-	NA

* Less Than 0.05 Percent

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	51008	Mechanics, Automotive	68.5
2	10035	Managers, Store	50.5
3	71000	Sales Representatives	42.3
4	55D67	Fuel Pump Attendants	40.5
	10046	Managers, Automobile Service Department	40.5

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS

(SIC 55)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
TOTAL ALL OCCUPATIONS		8,234	100.0				
MANAGERS AND OFFICERS		1,200	14.6				
Managers, Store	10035	633	7.7	12	707	559	50.5
Managers, Automobile Service Department	10046	290	3.5	11	323	257	40.5
Managers, Automotive Parts Department	10047	211	2.6	12	235	187	31.5
All Other Managers	19000	66	0.8	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	142	1.7				
Accountants and Auditors	25401	142	1.7	20	171	113	16.2
TECHNICAL OCCUPATIONS	30000	29	0.3	NA	-	-	NA
SERVICE OCCUPATIONS	40000	70	0.9				
Janitors, Porters and Cleaners	41000	63	0.8	26	79	47	10.8
All Other Food Service Workers	43900	7	0.1	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	4,247	51.4				
Mechanics, Automotive	51008	1,657	20.1	8	1,795	1,519	68.5
Body Repairers, Automotive	51012	217	2.6	21	262	172	18.0
Marine Mechanics	51042	29	0.4	24	36	22	4.5
Motorboat Mechanics	51057	50	0.6	42	71	29	4.5
All Other Mechanics and Repairmen	51900	60	0.7	NA	-	-	NA
Truck Drivers	54000	43	0.5	34	58	28	5.4
Cleaners, Vehicle	55A61	178	2.2	26	224	132	15.3
Supervisors, Nonworking	55B29	50	0.6	34	67	33	9.0
Helpers, Trades	55B87	174	2.1	26	220	128	17.1
Painters, Automotive	55C11	62	0.8	46	91	33	7.2
Fuel Pump Attendants	55D67	1,201	14.6	16	1,396	1,006	40.5
Tire Changers	55D68	258	3.1	30	335	181	10.8
Mobile Home Repairers	55T35	25	0.3	14	28	22	5.4
All Other Skilled Craft and Kindred Workers	59001	87	1.0	NA	-	-	NA

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS

(SIC 55)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Adjustment Clerks
Automobile Repair-Service Estimators
Delivery and Route Workers
Diesel Mechanics
Dispatchers, Vehicle, Service or Work
File Clerks
Heavy Equipment Operators
Maintenance Repairers, General Utility
Mechanics, Aircraft
Painters, Maintenance
Payroll/Timekeeping Clerks
Receptionists
Shipping Packers
Shipping/Receiving Clerks
Stenographers
Switchboard Operators
Tire Fabricators/Repairers
Typists

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

This major group includes retail stores primarily engaged in selling new clothing, shoes, hats, underwear, and related articles for personal wear and adornment. Also included are furriers and custom tailors carrying stocks of materials within this group, the largest industry is SIC - 565 - Family Clothing Stores.

Compared to a similar survey in 1979, employment in SIC-56 grew by 122 workers or 3 percent. Sales and Managers and Officers were the only occupational groups reporting gains in employing during the three year span. They added 100 and 186 workers respectively. The specific occupations which showed the largest gains in employment were Sales Clerks and Store Managers which added 370 and 159 workers respectively.

Our sample consisted of 213 units representing an employment of 3,256. Usable responses were received from 162 units or 76 percent of the units sampled. The reported employment was 2,492.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	72002	Sales Clerks	2,041
2	10035	Managers, Store	556
3	71000	Sales Representatives	415
4	61314	Cashiers	206
5	55D74	Stock Clerks, Sales	108
6	25301	Buyers, Retail/Wholesale Trade	96
7	10032	Managers, Merchandise	81
	61333	General Clerks, Office	81
8	61307	Bookkeepers, Hand	80
9	55D05	Alteration Tailors	75

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

APPAREL AND ACCESSORY STORES

(SIC 56)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,000	100.0				
MANAGERS AND OFFICERS	10000	657	16.4				
Managers, Merchandise	10032	81	2.0	15	93	69	22.8
Managers, Store	10035	556	13.9	5	580	532	84.0
All Other Managers	19000	20	0.5	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	101	2.5				
Buyers, Retail/Wholesale Trade	25301	96	2.4	13	108	84	22.2
All Other Professional Workers	29000	5	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	40000	21	0.5				
Janitors, Porters and Cleaners	41000	21	0.5	26	27	15	7.4
PRODUCTION OCCUPATIONS	50000	262	6.5				
All Other Mechanics and Repairers	51900	13	0.3	NA	-	-	NA
Merchandise Displayers	55A93	22	0.5	33	29	15	4.3
Alteration Tailors	55D05	75	1.9	18	89	61	14.2
Stock Clerks, Sales	55D74	108	2.7	20	130	86	13.6
All Other Skilled Craft and Kindred Workers	59001	4	0.1	NA	-	-	NA
All Other Operatives and Semiskilled Workers	59002	37	0.9	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	3	0.1	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	503	12.7				
Accounting Clerks	61301	27	0.7	19	32	22	8.6
Bookkeepers, Hand	61307	80	2.0	16	93	67	13.5
Cashiers	61314	206	5.2	12	232	180	14.2
General Clerks, Office	61333	81	2.0	10	89	73	13.6
All Other Office Clerical Workers	61900	8	0.2	NA	-	-	NA

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Shipping and Receiving Clerks	62000	46	1.2	13	52	40	12.3
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	55	1.4	16	64	46	8.0
SALES OCCUPATIONS	70000	2,456	61.4				
Sales Representatives	71000	415	10.4	12	467	363	24.1
Sales Clerks	72002	2,041	51.0	4	2,117	1,965	75.3

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	84.0
2	72002	Sales Clerks	75.3
3	71000	Sales Representatives	24.1
4	61307	Bookkeepers, Hand	23.5
5	10032	Managers, Merchandise	22.8

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Custom Tailors
Delivery and Route Workers
Maintenance Repairmen, General Utility
Personnel and Labor Relations Specialists
Sewers, Custom

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS, AND EQUIPMENT STORES
(SIC 57)

This major group includes retail stores selling goods used for furnishing the home such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances. Stores selling electrical and gas appliances are included if the major part of their sales is for use in the home. Within this group, the largest industry is SIC-571-Furniture, Home Furnishings, and Equipment Stores, except Appliances.

Compared to a similar survey in 1979, employment in SIC-57 grew by 41 workers or 2 percent. Employment gains were reported in all occupational groups except Clerical, Production and Services. The largest gain occurred in Sales which added 225 workers. The specific occupation which showed the largest gain in employment was Sales Clerk which added 98 workers.

Our sample consisted of 165 units representing an employment of 1,735. Usable responses were received from 118 units or 72 percent of the units sampled. The reported employment was 1,253.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	71000	Sales Representatives	576
2	10035	Managers, Store	362
3	72002	Sales Clerks	335
4	55A87	Delivery and Route Workers	166
5	51055	Television Servicers	95
6	61307	Bookkeepers, Hand	93
7	61333	General Clerks, Office	89
8	61301	Accounting Clerks	58
	51052	Refrigeration/Air Conditioning Mechanics	58
9	61314	Cashiers	57

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Accountants and Auditors
Cabinet Makers
Ceiling-Tile Installers
Data Processing Machine Repairers
Furniture Finishers
Furniture Upholsterers
Maintenance Repairers, General Utility
Musical Instrument Repairers
Public Relations Practitioners
Receptionists
Shipping Packers
Supervisors, Nonworking
Switchboard Operators
Switchboard Operator/Receptionists

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES

(SIC 57)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		2,563	100.0				
MANAGERS AND OFFICERS		431	16.8				
Managers, Merchandise	10032	34	1.3	18	40	28	12.7
Managers, Store	10035	362	14.2	5	382	342	83.1
All Other Managers	19000	35	1.3	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	111	4.3				
All Other Engineers	21900	5	0.2	NA	-	-	NA
Buyers, Retail/Wholesale Trade	25301	53	2.1	18	63	43	15.3
Designers	25489	43	1.7	31	56	30	8.5
All Other Professional Workers	29000	10	0.3	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	14	0.5	NA	-	-	NA
SERVICE OCCUPATIONS	40000	23	0.9				
Janitors, Porters and Cleaners	41000	23	0.9	18	27	19	11.9
PRODUCTION OCCUPATIONS	50000	637	24.9				
Refrigeration/Air Conditioning Mechanics	51052	58	2.3	41	82	34	5.1
Television Servicers	51055	95	3.7	29	123	67	13.6
Gas and Electric Appliance Repairers	51080	49	1.9	27	62	36	6.8
All Other Mechanics and Repairers	51900	5	0.2	NA	-	-	NA
Truck Drivers	54000	51	2.0	20	61	41	13.6
Carpet Cutters/Carpet Layers	55A44	56	2.2	22	68	44	9.3
Delivery and Route Workers	55A87	166	6.5	20	198	134	29.7
Sewing Machine Operators, Regular Equipment, Non-Garment	55C78	11	0.4	42	16	6	2.5
Sewing Machine Operators, Special Equipment, Non-Garment	55C79	15	0.6	42	21	9	3.4

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
Furniture Assemblers	55D54	25	1.0	26	31	19	6.8
Household Appliance Installers	55D73	26	1.0	27	33	19	5.9
Stock Clerks, Sales	55D74	18	0.7	31	23	13	5.1
All Other Skilled Craft and Kindred Workers	59001	58	2.2	NA	-	-	NA
All Other Operatives and Semiskilled Workers	59002	4	0.2	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	436	17.0				
Accounting Clerks	61301	58	2.3	17	68	48	15.3
Bookkeepers, Hand	61307	93	3.6	14	106	80	30.5
Cashiers	61314	57	2.2	22	70	44	15.3
General Clerks, Office	61333	89	3.5	13	101	77	25.4
Secretaries	61368	24	0.9	19	29	19	10.2
Clerical Supervisors	61396	22	0.9	24	27	17	9.3
All Other Office Clerical Workers	61900	6	0.2	NA	-	-	NA
Shipping/Receiving Clerks	62005	33	1.3	25	41	33	10.2
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	45	1.8	17	53	37	13.6
All Other Plant Clerical Workers	62900	9	0.3	NA	-	-	NA
SALES OCCUPATIONS	70000	911	35.6				
Sales Representatives	71000	576	22.5	9	629	523	53.4
Sales Clerks	72002	335	13.1	15	387	283	28.0

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	83.1
2	71000	Sales Representatives	53.4
3	61307	Bookkeepers, Hand	30.5
4	55A87	Delivery and Route Workers	29.7
5	72002	Sales Clerks	28.0

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

This major group includes retail establishments selling prepared foods and drinks for consumption on the premises. Within this group, the largest industry is SIC-5812-Eating Places, such as Restaurants, Cafeterias and Hot Dog Stands. The only other industry SIC 5813, Bars and Night Clubs account for only one percent of the employment in SIC 58.

Compared to a similar survey in 1979, employment in SIC 58 grew by 1,095 workers or 5 percent. Employment losses were reported in all occupational groups except Production and Service which added 77 and 1,530 workers respectively.

Our sample consisted of 68 units representing an employment of 3,629. Usable responses were received from 49 units or 72 percent of the units sampled. The reported employment was 2,875.

THE TEN OCCUPATIONS EMPLOYING THE

LARGEST NUMBER OF WORKERS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	43009	Waiters and Waitresses	7,545
2	43014	Food Preparation and Service Workers, Fast Food Restaurant	3,774
3	43007	Kitchen Helpers	1,824
4	43013	Cooks, Restaurant	1,541
5	43011	Cooks, Short Order/Specialty Fast Foods	1,316
6	10049	Managers, Restaurant	977
7	43002	Bartenders	783
8	43003	Dining Room Attendants	689
9	43006	Hostesses, Restaurant	594
10	61314	Cashiers	544

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

EATING AND DRINKING PLACES

(SIC 58)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		22,968	100.0				
MANAGERS AND OFFICERS	10000	1,122	4.9				
Directors, Food and Beverage	10011	125	0.5	42	177	73	20.4
Managers, Restaurant	10049	977	4.3	19	1,167	787	73.5
All Other Managers	19000	20	0.1	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	3	*	NA	-	-	NA
SERVICE OCCUPATIONS	40000	20,609	89.7				
Janitors, Porters and Cleaners	41000	302	1.3	49	450	154	28.6
Bartenders	43002	783	3.4	27	991	575	40.8
Dining Room Attendants	43003	689	3.0	35	933	445	28.6
Hostesses, Restaurant	43006	594	2.6	30	770	418	32.7
Kitchen Helpers	43007	1,824	7.9	17	2,129	1,519	57.1
Waiters or Waitresses	43009	7,545	32.9	13	8,554	6,536	65.3
Cooks, Short Order/ Specialty Fast Foods	43011	1,316	5.7	46	1,918	714	28.6
Cooks, Restaurant	43013	1,541	6.7	24	1,909	1,173	49.0
Food Preparation and Service Workers, Fast Food Restaurant	43014	3,774	16.4	28	4,818	2,730	22.4
All Other Food Service Workers	43900	2,119	9.2	NA	-	-	NA
Supervisors, Nonworking Service Only	44014	110	0.5	44	158	62	14.3
All Other Service Workers	49000	12	0.1	NA	-	-	NA
PRODUCTION WORKERS	50000	187	0.8				
Maintenance Repairmen, General Utility	55B86	47	0.2	43	67	27	8.2
All Other Operatives and Semiskilled Workers	59002	140	0.6	NA	-	-	NA

* Less Than 0.05 Percent

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	982	4.3				
Bookkeepers, Hand	61307	232	1.0	33	308	156	34.7
Cashiers	61314	544	2.4	35	733	355	24.5
All Other Office Clerical Workers	61900	206	0.9	NA	-	-	NA
SALES OCCUPATIONS	70000	65	0.3	NA	-	-	NA

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS

LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10049	Managers, Restaurant	73.5
2	43009	Waiters and Waitresses	65.3
3	43007	Kitchen Helpers	57.1
4	43013	Cooks, Restaurant	49.0
5	43002	Bartenders	40.8

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "All" or "All Other" category.

Accounting Clerks
Bakers, Bread/Pastry
Butchers/Meatcutters
Counter Attendants
General Clerks Office
Pantry, Sandwich/Coffee Makers
Sales Clerks
Sales Representatives
Secretaries

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

This major group includes retail establishments not classified elsewhere. Within this group, the largest industry is SIC-594-Miscellaneous Shopping Goods Stores.

Compared to a similar survey in 1979, employment in SIC 59 grew by 962 workers or 11 percent. Employment gains were reported in all occupational groups except Production which lost 173 workers. The largest gain was in Sales which added 515 workers.
Our sample consisted of 443 units representing an employment of 6,701. Usable responses were received from 325 units or 73 percent of the units sampled. The reported employment was 4,602.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1982 ESTIMATED EMPLOYMENT 1/
1	72002	Sales Clerks	2,469
2	10035	Managers, Store	982
3	61314	Cashiers	766
4	71000	Sales Representatives	707
5	55A87	Delivery and Route Workers	435
6	61333	General Clerks, Office	332
7	25466	Pharmacists	324
8	61307	Bookkeepers, Hand	279
9	55C04	Oil-Burner-Installers	238
10	54000	Truck Drivers	220

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	10035	Managers, Store	60.6
2	72002	Sales Clerks	40.3
3	61307	Bookkeepers, Hand	31.1
4	55A87	Delivery and Route Workers	28.3
5	71000	Sales Representatives	25.5

STAFFING PATTERNS

RETAIL TRADE INDUSTRIES

MISCELLANEOUS RETAIL

(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
		1/		2/			
TOTAL ALL OCCUPATIONS		9,986	100.0				
MANAGERS AND OFFICERS	10000	1,300	12.9				
Managers, Merchandise	10032	210	2.1	13	237	183	17.5
Managers, Store	10035	982	9.8	5	1,031	933	60.6
All Other Managers	19000	108	1.0	NA	-	-	NA
PROFESSIONAL OCCUPATIONS	20000	688	7.4				
All Other Engineers	21900	2	*	NA	-	-	NA
All Other Mathematical Scientists	22199	2	*	NA	-	-	NA
Buyers, Retail/Wholesale Trade	25301	182	1.8	13	206	158	11.7
Pharmacists	25466	324	3.2	9	353	295	11.4
Designers	25489	144	1.4	19	172	116	8.6
All Other Professional Workers	29000	34	1.0	NA	-	-	NA
TECHNICAL OCCUPATIONS	30000	21	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	40000	208	2.0				
Janitors, Porters, and Cleaners	41000	45	0.4	23	55	35	5.8
All Other Food Service Workers	43900	144	1.4	NA	-	-	NA
All Other Service Workers	49000	19	0.2	NA	-	-	NA
PRODUCTION OCCUPATIONS	50000	1,926	19.2				
Mechanics, Automotive	51008	53	0.5	28	58	48	6.5
Bicycle Repairers	51016	51	0.5	46	74	28	2.2
Laundry-Machine Mechanics	51039	17	0.2	42	24	10	1.2
Television Servicers	51055	21	0.2	36	28	14	1.2
Vending Machine Servicer/ Repairer	51056	50	0.5	37	68	32	2.5
Gas and Electric Appliance Repairers	51080	62	0.6	14	71	53	7.7
All Other Mechanics and Repairmen	51900	31	0.3	NA	-	-	NA
Truck Drivers	54000	220	2.2	9	240	200	16.6

OCCUPATIONAL TITLE	OES CODE	JUNE 1982 EST. EMPL. 1/	PERCENT OF TOTAL	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Delivery and Route Workers	55A87	435	4.4	11	482	388	28.3
Supervisors, Nonworking	55B29	63	0.6	19	75	51	6.2
Maintenance Repairers, General Utility	55B86	87	0.9	12	98	76	7.1
Oil-Burner-Installers	55C04	238	2.4	5	249	227	21.2
Order Fillers	55C08	203	2.0	27	258	148	4.6
Fuel Pump Attendants	55D67	21	0.2	47	31	11	1.2
Stock Clerks, Sales	55D74	158	1.6	25	197	119	7.1
All Other Skilled Craft and Kindred Workers	59001	43	0.4	NA	-	-	NA
All Other Operatives and Semiskilled Workers	59002	62	0.6	NA	-	-	NA
All Other Laborers and Unskilled Workers	59003	111	1.1	NA	-	-	NA
CLERICAL OCCUPATIONS	60000	2,637	26.3				
Bookkeeping/Billing Machine Operators	61103	105	1.0	11	116	94	17.8
Computer operators	61105	14	0.1	20	17	11	1.0
All Other Office Machine Operators	61199	36	0.4	NA	-	-	NA
Accounting Clerks	61301	148	1.5	11	164	132	14.2
Bookkeepers, Hand	61307	279	2.8	9	305	253	31.1
Cashiers	61314	766	7.7	14	873	659	16.9
General Clerks, Office	61333	332	3.3	11	368	296	24.3
Order Clerks	61350	162	1.6	23	199	125	5.5
Secretaries	61368	144	1.4	11	160	128	16.3
Typists	61392	59	0.6	48	87	31	1.0
All Other Office Clerical Workers	61900	214	2.1	NA	-	-	NA
Shipping Packers	62004	72	0.7	18	85	59	1.2
Shipping/Receiving Clerks	62005	96	1.0	13	108	84	7.4
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62008	112	1.1	21	135	89	7.1
All Other Plant Clerical Workers	62900	98	1.0	NA	-	-	NA
SALES OCCUPATIONS	70000	3,206	32.0				
Sales Representatives	71000	707	7.1	12	794	620	25.5
Sales Clerks	72002	2,469	24.7	6	2,617	2,321	40.3
All Other Sales Workers	79000	30	0.2	NA	-	-	NA

* Less Than .05 Percent

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however included in the appropriate "all" or "all other" category.

Accountants and Auditors
Adjustment Clerks
Alteration Tailors
Bakers
Clerical Supervisors
Collectors
Commercial Artists
Computer Programmers
Cooks, Short Order
Counter Attendants
Credit Authorizers
Dispatchers, Vehicle Service
Doughnut Makers/ Doughnut Machine Operators
Electrical and Electronic Technicians
File Clerks
Furniture Upholsterers
Helpers, Trades
Jewelers/Silversmiths
Keypunch Operators
Kitchen Helpers
Office Machine Servicers
Sewing Machine Operators, Special/Automatic Equipment Nongarment
Opticians, Dispensing/Optical Mechanic
Optometrists
Payroll/Timekeeping Clerks
Pantry,Sandwich/Coffee Makers
Personnel and Labor Relations Specialists
Personnel Clerks
Picture Framers
Production Packagers
Purchasing Agents/Buyers
Receptionists
Stenographers
Switchboard Operators/Receptionists
Systems Analysts, Electronic Data Processing
Waiters or Waitresses
Watchmakers
Writers/Editors

METHODOLOGY

A. Sample

The second quarter of 1981 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The Wholesale and Retail Trade establishments were stratified by three digit SIC's (Standard Industrial Classification) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1982 as designated by the U.S. Bureau of Labor Statistics. The survey was conducted by mail and consisted of an initial mailing and one followup. Phone calls were made when needed to insure the validity of the estimates.

B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4-9 would be in one size class and those with employment of 10-19 would be in another size class, etc. One class size in one industry represents an estimating cell. All establishments in a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 100, and only one out of two establishments in this estimating cell is included in the sample, the weight assigned to this establishment would be the inverse of ½ which is two, and for estimating purposes, the 100 employment would have a representation of 200 (2 X 100). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sample establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the survey month of April, May, or June 1982 depending on the industry being estimated. This yields the occupational make-up of the estimating cell for that month. Finally, the employment in like occupations are summed across all employment size classes within the three-digit SIC (Standard Industrial Classification) level to arrive at a total industry employment for each occupation.

C. Variance

Variance is defined as the difference between an expected universe count of an occupation and the actual sample count obtained in a survey. It is computed for each occupation at the estimating cell level. An estimating cell is composed of all establishments in one size class in one industry. The variance for an occupational estimate is the squared and weighted sample observations times a series of correction factors. The sum of the squared and weighted sample observations is derived from summation formulas dealing with weights assigned to establishments, total employment reported by

establishments, and employment reported by establishments for specific occupations. The series of correction factors are derived from summation formulas dealing with benchmark employment less employment for volunteer reports, total employment reported by establishments, and the square of estimating cell benchmark factors (which are calculated by dividing the cell's benchmark employment by weighted total employment for the cell).

D. Sampling Error

Sampling error is defined as the difference between the estimated data derived from a sample and the data which would be expected if the entire universe of employers were surveyed. It is calculated by taking the square root of the variance of the estimates. In this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example, if an estimate of 100 has an associate sampling error of 10 the probability is 68 percent, or two chances out of three, that the true population value would be somewhere between 90 and 110.

E. Relative Error

Relative error expresses the sampling error as a percentage of the estimate. It is derived by dividing the sampling error (or square root of the variance) by the estimate and then multiplying by 100. For example, to illustrate the use of relative error, Food Stores (SIC 54) lists an estimated total of 1,837 Baggers, with a relative error of 14 percent. This indicates, at the 68 percent confidence level, the probability is two chances out of three that the results of a universe count of Baggers would not differ from the estimate by more than 265 or an estimated high of 2,102 or low of 1,572. Any specific occupation with ten or more employees and a relative error of 50 percent or less was published separately in this report except in industries 51 and 53 where a relatively poor survey response restricted the relative error to the 35 percent level. Relative error was computed only for specific occupations and not for residual categories or occupational groupings.

F. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, such errors could arise from faulty questionnaire design, ineffective processing techniques, inaccuracy of data furnished, or the inability to collect data as defined. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the beginning and every effort was made for their elimination.

Percent of firms reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

APPENDIX

All OES surveys provide for the allocation of occupations reporting into seven major categories. Specifically these occupational categories are as follows:

10000 Managers and Officers:

Includes persons concerned with managerial functions common to many types of organization as well as occupations which require a knowledge of the management and operation of the given organizations. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000 Professional Occupations:

Includes persons concerned with the theoretical or practical aspects of such fields as science, engineering, technical work, art education, medicine, law and business relations. Most of these occupations require substantial educational preparation, usually at the university level. Typical examples are: Architects; Engineers (including Sales Engineers); Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioner; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers.

30000 Technical Occupations:

Includes all persons actually engaged in technical work utilizing theoretical knowledge of fundamental scientific, engineering, mathematical, computer programming or draft design principles comparable to those acquired through study at technical institutes, junior colleges or other formal post high school training less extensive than a four year college course, or through equivalent on-the-job training or experience.

40000 Service Occupations:

Includes those workers in occupations concerned with the performance of services for persons that require either direct contact or close association with the individual; occupations concerned with the protection of individuals or of public or private property; occupations related to the cleaning of the interior and equipment of buildings, offices, stores, and similar places.

50000 Production Occupations:

Includes all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving maintenance, construction, repair, material handling and production.

60000 Clerical Occupations:

Includes clerical personnel whose work involves preparing, transcribing, transferring, systematizing and preserving communications and records; collating accounts; distributing information. Also includes clerical workers involved in planning, coordinating or expediting production and the flow of work and workers involved in the clerical aspects of receiving, storing, issuing or shipping of materials, merchandise, supplies, or equipment.

70000 Sales Occupations:

Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required. Excludes Sales Engineers (see Professional and Technical Workers) and Cashiers (see Clerical Workers).

Explanation of Footnotes:

1/ Employment estimate represents covered employment adjusted for additional current information. Data entries were not rounded in order to preserve their analytic value. However, they should not be construed as being absolute but rather as relative values.

2/ Relative errors apply equally to estimated employment and the present distribution. Please refer to technical notes for an explanation of relative error.

N.A. Not Applicable